



## COOPERATIVE/PIGGYBACK PURCHASE AGREEMENT

### AGREEMENT SUMMARY:

1. <b>Cooperative/Piggyback Name:</b>	Sourcewell
2. <b>Contractor:</b>	Sharp Electronics & Authorized Sharp Dealer, Smile Business Products, for providing sales and services of Sharp products in Stockton, California
3. <b>Cooperative Agency Agreement Name and Agreement Number:</b>	030321-SEC
4. <b>Cooperative Agency Initial Agreement Term:</b>	Start Date: April 19, 2021 End Date: April 19, 2025
5. <b>Cooperative Agency's Agreement-Options to extend:</b>	1year: April 19, 2025 – April 19, 2026
6. <b>Cooperative Agency Amended Term:</b>	N/A
7. <b>Cooperative Agency Remaining Options to Renew:</b>	1
8. <b>City of Stockton Cooperative Purchase Agreement Term:</b>	Start Date: End Date: April 19, 2025
9. <b>City of Stockton Cooperative/ Piggyback Purchase Agreement Amount:</b>	Not to Exceed \$1,650,262 for the term of the Agreement.

**AGREEMENT**

The City of Stockton, a California municipal corporation on behalf of itself and its associated entities ("City"), and the above-named Contractor ("Contractor"), do hereby agree that City shall be granted the pricing, terms, and conditions under the above referenced Sourcewell contract no. 030321-SEC ("COOP") as such may be amended from time to time. The COOP and associated documents referenced in the agreement are incorporated herein as Exhibit A to this City Cooperative/Piggyback Purchase Agreement ("Agreement").

Contractor shall grant such pricing, terms, and conditions to City for all procurements of goods and services, whether taking place on a City purchase order, purchasing card (credit card), or other purchasing modality, whether via telephone, via the Contractor website, or via direct purchase at a Contractor retail location.

1. **Agreement Term:** The Term of this Agreement shall remain in effect from \_\_\_\_\_ through April 19, 2025. If the Cooperative/Piggyback Agency extends the COOP with Contractor by a written amendment, the City has the option to extend the term of this Agreement by written amendment not to go beyond the term stated in the COOP fully executed amendment.

2. **Insurance and Hold Harmless:** In addition to the pricing, terms and conditions stated in the COOP and the associated documents incorporated herein as Exhibit A, Contractor shall, at Contractor's sole cost and expense and for the full term of the Agreement or any extension thereof, obtain and maintain at least all the insurance requirements listed in attached Exhibit B.

To the fullest extent permitted by law, Contractor shall hold harmless, defend at its own expense, and indemnify the City of Stockton, its officers, employees, agents, and volunteers, against any and all liability, claims, losses, damages, or expenses, including reasonable attorney's fees, arising from all acts or omissions of contractor or its officers, agents, or employees in rendering services under this contract; excluding, however, such liability, claims, losses, damages, or expenses arising from the City of Stockton's sole negligence or willful acts. The duty to defend and the duty to indemnify are separate and distinct obligations. The indemnification obligations of this section shall survive the termination of this Agreement.

3. **Compensation:** City and Contractor do hereby enter into this Agreement for multi-function copiers, printer, equipment, and maintenance applicable to scanned data and management, image duplication, and related solutions, accessories, supplies, and services available in the above-named COOP and associated documents incorporated herein as Exhibit A and referenced in the attached quote Exhibit C. In no way, shall payment to the Contractor during the term of this Agreement exceed \$1,650,262 for the purchase of multi-function copiers, printer, equipment, and maintenance applicable to scanned data and management, image duplication, and related solutions, accessories, supplies, and services. Any person signing this Agreement on behalf of City or Contractor does warrants that he or she has full authority to do so.

4. **Governing Law.** California law shall govern any legal action pursuant to this

Agreement with venue for all claims in the Superior Court of the County of San Joaquin, Stockton Branch or, where applicable, in the Federal District Court of California, Eastern District, Sacramento Division.

This Agreement may be amended only by a written amendment, consistent with the COOP, signed by Contractor and City.

**CITY OF STOCKTON**

**CONTRACTOR NAME.**

\_\_\_\_\_  
Harry Black, City Manager

By: \_\_\_\_\_  
Signature

\_\_\_\_\_  
Print name

ATTEST:

Title: \_\_\_\_\_

\_\_\_\_\_  
Eliza R. Garza CMC, City Clerk

*[If Contractor is a corporation, signatures must comply with Corporations Code §313]*

APPROVED AS TO FORM:

By: \_\_\_\_\_  
Signature

\_\_\_\_\_  
City Attorney,

\_\_\_\_\_  
Print name

Title: \_\_\_\_\_

**EXHIBIT A**  
**SOURCEWELL MASTER AGREEMENT AND ASSOCIATED DOCUMENTS**

*(Intentionally left blank, see attached documents)*

**Solicitation Number: RFP #030321****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Sharp Electronics Corporation, 100 Paragon Drive, Montvale, NJ 07645 (Vendor).

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services from which Vendor was awarded a contract.

Vendor desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

**1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires April 19, 2025, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor.
- C. **SURVIVAL OF TERMS.** Articles 11 through 14 survive the expiration or cancellation of this Contract.

**2. EQUIPMENT, PRODUCTS, OR SERVICES**

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Vendor will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Vendor's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

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

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

B. **WARRANTY.** Vendor warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Vendor warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Vendor's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that is effective past the expiration of the Vendor's warranty will be passed on to the Participating Entity.

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

### **3. PRICING**

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

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

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

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Vendor must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable

time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery.

Vendor must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

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

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

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

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

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

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

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

restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

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

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

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

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

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

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

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

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

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

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

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

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

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

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

## **7. CUSTOMER SERVICE**

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

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

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

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

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

The Report must contain the following fields:

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

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

The Vendor will submit payment to Sourcwell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Vendor's name and Sourcwell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcwell's banking institution per Sourcwell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

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

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

## **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

## **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither the Vendor nor Sourcewell may assign or transfer any rights or obligations under this Contract without the prior consent of the parties and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Notwithstanding the foregoing, Vendor may assign its rights under this Contract without Sourcewell consent in connection with an organizational merger or acquisition.

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

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

E. **CONTRACT COMPLETE.** This Contract contains all negotiations and agreements between Sourcewell and Vendor. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22, the terms of Articles 1-22 will govern.

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

## 11. LIABILITY

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

## 12. GOVERNMENT DATA PRACTICES

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

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

## 13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

### A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:

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

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

3. *Use; Quality Control.*

- a. Sourcewell must not alter Vendor's Trademarks from the form provided by Vendor and must comply with Vendor's removal requests as to specific uses of its trademarks or logos.
- b. Vendor must not alter Sourcewell's Trademarks from the form provided by Sourcewell and must comply with Sourcewell's removal requests as to specific uses of its trademarks or logos.
- c. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's Trademarks only in good faith and in a dignified manner consistent with such party's use of the Trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

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

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

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

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

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

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

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

## 15. FORCE MAJEURE

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

## 16. SEVERABILITY

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

## 17. PERFORMANCE, DEFAULT, AND REMEDIES

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

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Vendor will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Vendor may escalate the resolution of the issue to a higher level of management. The Vendor will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Vendor must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Vendor fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed will be borne by the Vendor.

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

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

Written notice of default and a reasonable opportunity to cure must be issued by the party claiming default. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or

- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 18. INSURANCE

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

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

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

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

Minimum limits:

- \$500,000 each accident for bodily injury by accident
- \$500,000 policy limit for bodily injury by disease
- \$500,000 each employee for bodily injury by disease

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

Minimum Limits:

- \$1,000,000 each occurrence Bodily Injury and Property Damage
- \$1,000,000 Personal and Advertising Injury
- \$2,000,000 aggregate for Products-Completed operations
- \$2,000,000 general aggregate

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

Minimum Limits:

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

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

Minimum Limits:  
\$2,000,000

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

Minimum limits:  
\$2,000,000 per occurrence  
\$2,000,000 annual aggregate

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

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Vendor must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Contract Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

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

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

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

similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION. The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

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

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

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

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

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

## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

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

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

B. DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Vendor must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or

under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

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

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Vendor certifies that during the term of this Contract will comply with applicable requirements as referenced above.

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

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Vendors must file any required certifications. Vendors must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award

covered by 31 U.S.C. § 1352. Vendors must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Vendors must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

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

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

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

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

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

**22. CANCELLATION**

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

Sourcewell

Sharp Electronics Corporation

DocuSigned by:  
*Jeremy Schwartz*  
C0FD2A139D06489...  
By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 4/19/2021 | 9:41 AM CDT

DocuSigned by:  
*Mike Marusic*  
57C1C7F6CAF04F4...  
By: \_\_\_\_\_  
Mike Marusic  
Title: President and CEO  
Date: 4/19/2021 | 9:57 AM PDT

Approved:

DocuSigned by:  
*Chad Coquette*  
7E42B8F817A64CC...  
By: \_\_\_\_\_  
Chad Coquette  
Title: Executive Director/CEO  
Date: 4/19/2021 | 12:05 PM CDT

# RFP 030321 - Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

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## Vendor Details

Company Name: Sharp Electronics Corporation  
Does your company conduct business under any other name? If yes, please state: New Jersey  
Address: 100 Paragon Drive  
Montvale, NJ 07645  
Contact: Erica Calise  
Email: calisee@sharpsec.com  
Phone: 201-529-8565  
HST#:

## Submission Details

Created On: Monday January 18, 2021 14:09:43  
Submitted On: Wednesday March 03, 2021 11:14:13  
Submitted By: Erica Calise  
Email: calisee@sharpsec.com  
Transaction #: 6c1805cd-801b-4c79-82dd-ff26e3b5bd4d  
Submitter's IP Address: 24.186.210.109

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**Specifications****Table 1: Proposer Identity & Authorized Representatives**

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

Line Item	Question	Response *
1	Proposer Legal Name (and applicable d/b/a, if any):	Sharp Electronics Corporation  Sharp Canada information provided separately (See Documents - Table 1)
2	Proposer Address:	100 Paragon Drive Montvale, NJ 07645
3	Proposer website address:	Business.sharppusa.com
4	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Mike Marusic President and CEO 100 Paragon Drive Montvale, NJ 07645  MarusicM@sharpsec.com 201-529-8769
5	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Erica Calise Director of Government Marketing 100 Paragon Drive Montvale, NJ 07645  CaliseE@sharpsec.com 201-529-8565
6	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Sourcewell Account Manager  Kelly Haack Senior Government and Major Account Manager 100 Paragon Drive Montvale, NJ 07645  HaackK@sharpsec.com 612-810-2705  Sourcewell Marketing Manager  Brenda Siemer Contract Marketing Manager 100 Paragon Drive Montvale, NJ 07645  SiemerB@sharpsec.com 201-529-0354

**Table 2: Company Information and Financial Strength**

Line Item	Question	Response *
7	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	SHARP HISTORY, STRUCTURE & CULTURE  Since its founding in 1912, Sharp Corporation has innovated and endeavored to pioneer new fields. Sharp's founder, Tokuji Hayakawa, coined the phrase, "Make products that others want to imitate", which the company has lived up to ever since. From the invention of mechanical pencils, the inspiration from which the Sharp name was derived, to long-life laser diodes, the 14" color TFT LCD unit and LCD View cam; Sharp has harnessed originality and creativity in the pursuit of convenience

## ATTACHMENT A

and quality for its consumers.

In 1935, Sharp grew to become a major radio manufacturer. Shortly after, the company demonstrated the country's first working prototype of the television in Japan. While constantly innovating and expanding, Sharp began producing washing machines, refrigerators, and a variety of other products including the first microwave oven in 1961. Sharp used this early research to mass produce the world's first all-transistor diode calculator, as well as microwave ovens and solar cells.

Sharp entered the "photocopier" market in 1972 with a wet-type electrostatic copier. In the early 1980s, the company converted to a full-range electronic office equipment manufacturer and distributor by having products in the categories of computers, word processors, copiers and fax machines. Through the following years and decades, Sharp continued to lead the way in office copier and printer innovation, consistently being the go-to office machine for business. In 2000, Sharp's total worldwide copier production reached 10 million. Sharp became the second copier manufacturer in history to achieve this outstanding milestone.

During its more than 100-year history, Sharp Corporation has been repeatedly called the "first" in the sphere of new technologies and inventions. Currently, Sharp's global footprint consists of a wide network of branches, engaged in the production and marketing of its innovative products, as well as several large research centers and laboratories involved in the development of new technologies. Sharp has always been on the cutting edge of technology, lately focusing on one-of-a-kind office equipment, LCD/LED monitors and displays and consumer electronics, while aiming to change the personal and business lives of people around the world.

#### History in US Market

Due to success in Japan and hopes to grow and develop, Sharp Electronics Corporation (SEC), Sharp Corporation's first overseas sales subsidiary, was incorporated in the State of New York in May 1962. Continuing to provide one of the broadest and innovative lines of business products, electronic components, consumer electronics and services world-wide, SEC has always concentrated on providing consumers with easy to use, customizable and secure products while helping business spend more time doing business.

Sharp Imaging and Information Company of America (SIICA), a division of Sharp Electronics Corporation, markets multifunction copiers and printers, LCD/LED Monitors and Collaboration Displays, AQUOS BOARD® Interactive Display Systems and other innovative solutions including the new Sharp Synappx Technology.

Today, SIICA's products and solutions include collaboration displays, commercial displays, laptops, desktop monitors and a full suite of copier and printer solutions. SIICA markets, sells and services business products and solutions that help companies manage workflow efficiently and increase productivity so they can work smarter. Sharp does this effectively through both an independent dealer network and our own Sharp Business Systems (SBS) branches.

Sharp continues to possess a 'gene of creativity' that began in 1912 to become a leader in the electronic office products market today. Our longevity is assured through our commitment to the philosophy and core values established more than a century ago and our continual product improvements to keep ahead of the current business environment.

#### Sharp Canada

Sharp Electronics of Canada Ltd. (SECL) presence in Canada was established in 1974 and is now represented by over 700 associates within our Sharp direct sales offices and Sharp authorized dealers. SECL's corporate office is located in Mississauga, ON, which is situated 20 minutes from the core of Toronto, ON. We manage installed Copiers, Printers and MFDs within the broader public sector, educational (i.e. MASH) and government institutions at all levels across all provinces and territories within Canada.

#### SHARP CULTURE:

##### Business Philosophy

We do not seek merely to expand our business volume. Rather, we are dedicated to the use of our unique, innovative technology to contribute to the culture, benefits, and welfare of people throughout the world.

It is the intention of our corporation to grow hand-in-hand with our employees, encouraging and aiding them to reach their full potential and improve their standard of living. Our future prosperity is directly linked to the prosperity of our customers, dealers and shareholders ... indeed, the entire Sharp family.

		<p><b>Vision &amp; Mission</b>                  Sharp's vision statement enables us to deliver "one-of-a-kind" solutions that drive our customers' success and growth – creating profitable new sales opportunities for us and our partners.                  We will take our customers and partners beyond individual products and their capabilities. We will inspire new ideas from technology.</p> <p>In 1973, Sharp reviewed the spirit and ideas guiding the company and spelled these ideas out in its Business Philosophy, Creed and Principals. The Business Philosophy describes ideas in line with what is now our corporate social responsibility (CSR), and aims to promote the mutual health and growth of society and stakeholders. It includes contributing “to the culture, benefits, welfare of people throughout the world”. In addition to Sharp's creed of Sincerity, Creativity and Courage, there are five key ideas to the basic Business Philosophy; to develop unique technology, to create the best products, to remain committed to customer-oriented sales, to build cooperative relationships for mutual prosperity, and to equate the growth of the company with the happiness of everybody. These are the philosophies that Sharp's founder envisioned when he began what would become Sharp Corporation.</p> <p><b>Creed</b>                  Sharp Corporation is dedicated to two principal ideas: "Sincerity and Creativity"</p> <p>By committing ourselves to these ideals, we can derive genuine satisfaction from our work, while making a meaningful contribution to society.                  Sincerity is a virtue fundamental to humanity ... always be sincere.                  Creativity promotes progress ... remain constantly aware of the need to innovate and improve.                  Harmony brings strength ... trust each other and work together.                  Politeness is a merit ... always be courteous and respectful.                  Courage is the basis of a rewarding life ... accept every challenge with a positive attitude.</p>
8	<p>What are your company's expectations in the event of an award?</p>	<p>As a longtime Sourcewell supplier and partner, Sharp anticipates that we will continue to build upon the reputation that we have established with Sourcewell and its participating entities. Sharp strives to provide not only comprehensive workplace solutions to Sourcewell participating entities, but to also work closely with participating entities to develop cost-saving, and broad-reaching results. Sharp is also committed to ensuring that participating entities realize the overall benefit of the Sourcewell contract and the value the contract provides.</p> <p>Sharp is also excited to provide a more robust offering through our Sharp Canada sales and marketing team. We are truly committed to working closely with Sharp Canada to provide Sourcewell participating entities in Canada the same outstanding products and service that we have provided in the U.S. over the last 20 years.</p> <p>It is an exciting time for Sharp as technological advancements and shifting processes require that we embrace change and strive to better serve Sourcewell participating entities. As a solutions provider, Sharp embraces the opportunity to work closely with government, education and non-profit organizations to improve their processes. The value of contract purchasing is vital and our experience and success with Sourcewell positions Sharp as an entrusted partner and solutions provider.</p>

9	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.</p>	<p>Sharp Electronics Corporation (SEC) is a financially stable and secure U.S. company incorporated in New York State. Sharp Imaging and Information Company of America (SIICA) is the business products division within SEC, contributing a large share of sales and profitability to overall reported US sales.</p> <p>The strategic financial alliance between Sharp and Hon Hai Precision Industry (also known as Foxconn), an international Fortune 500 company (#26) further fortifies our financial resolve. The Japan Times described the relationship as, "Having invested ¥388.8 billion (US \$3.8B) in Sharp, the Hon Hai group is now its top shareholder, with an equity stake of 66 percent in terms of voting rights." The corporate alliance fortifies Sharp's financial resilience, and long-term stability. With Hon Hai's financial support and manufacturing expertise, Sharp is well positioned to expand our product offering.</p> <p>In 2019, Hon Hai recorded over US \$172 billion in revenue with Sharp Corporation contributing US \$21.6 billion.</p> <p>Bank Reference Mizuho Corporate Bank Ltd. New York Branch Account #: H10-757-000903 Officer/Contact: Yasuyo Kimura Phone: 212-282-3345 Copies of the past three years of Sharp's Annual Reports are provided for reference purposes.</p> <p>(Table 2 – Company Information and Financial Strength)</p>				
10	<p>What is your US market share for the solutions that you are proposing?</p>	<p>Sharp is proposing our full line of copiers, printers and multi-function devices, associated software and display products. Sharp's US Market share for these products is outlined below:</p> <p>MFDs / Printers</p> <p>Overall US MFD Market Share 9.1 %</p> <p>Note, International Data Corporation (IDC) which is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology reported that in the 31 – 44 PPM color segment, Sharp holds 17% market share. The majority of MFD placements in the education and government market are in this speed range volume segment. In addition, IDC reported Sharp is the only OEM to gain market share from 2018 to 2020.</p> <table border="0"> <tr> <td>Sharp Total</td> <td>2018: 7.3%</td> <td>2019: 8.1%</td> <td>2020: 9.1%</td> </tr> </table> <p>Display Products</p> <ul style="list-style-type: none"> <li>• Total Large Format Indoor LCD 6.0%</li> <li>• Large Format Interactive LCD 9.5%</li> <li>• Large Format Non-Interactive LCD 5.8%</li> </ul>	Sharp Total	2018: 7.3%	2019: 8.1%	2020: 9.1%
Sharp Total	2018: 7.3%	2019: 8.1%	2020: 9.1%			
11	<p>What is your Canadian market share for the solutions that you are proposing?</p>	<p>6.9% (2019 Q1 - Q3)</p>				
12	<p>Has your business ever petitioned for bankruptcy protection? If so, explain in detail.</p>	<p>Sharp Electronics Corporation has never petitioned for bankruptcy protection.</p> <p>Sharp Electronics of Canada Ltd. has never petitioned for bankruptcy protection.</p>				
13	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Sharp Electronics is both a manufacturer and a distributor and service provider of the products proposed. Sharp utilizes two primary means of distribution and customer support. Sharp Business Systems (SBS) is a direct sales organization which includes 19 branch locations with 40+ satellite sales offices. In addition, Sharp's nationwide dealer network consists of more than 350 Sharp authorized dealers throughout the U.S. Sharp dealers are independently owned businesses which provide local sales, service and installation of equipment.</p> <p>Sharp Canada Sharp Electronics of Canada Ltd. will provide Sourcewell participating entities Sharp products and services directly from our corporate offices and staff to participating entities located in the Greater Toronto-Hamilton Area, Niagara Peninsula and the Greater Montreal Region.</p> <p>Sourcewell participating entities outside of the aforementioned geographical areas will be provided with Sharp products and services by Sharp authorized dealers strategically located within provinces and territories across Canada.</p> <p>All Sharp authorized and supported dealers are independently owned and operated.</p>				

14	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Below is a list of licenses and certifications held by Sharp Electronics, its sales and service staff, as well as many salespeople and technicians in our SBS and Dealer network:</p> <p>Manufacturer Certifications</p> <ul style="list-style-type: none"> <li>• ISO 15408/Common Criteria Certifications for comprehensive security features such as data encryption, End-of-Lease feature, administrator audit logs and more. This certification provides a high level of confidence in the security functions of the products evaluated. Sharp was the first MFP manufacturer to achieve certification against the new Common Criteria Protection Profile for Hardcopy Devices v1.0 (HCD-PP v1.0).</li> <li>• McKesson and Cerner Certified – these certifications are recognized in the healthcare industry which set the standard for Electronic Health/Medical Records (EHR/EMR). Customers can seamlessly integrate their networked Sharp printers and MFPs with leading solutions such as Epic, Cerner Millennium and McKesson STAR 2000 with confidence.</li> </ul> <p>Sales &amp; Service Personnel Certifications: Licenses and certifications for the sale and service of copiers, printers and multi-function devices are not a requirement within the industry. However, Sharp Electronics has a corporate mandated requirement that all Sharp direct sales and service team members hold CompTIA's CDIA+ certification (details below).</p> <p>In addition, many of Sharp's sales and service personnel hold additional certifications that enable them to provide advanced knowledge and services to our customers. By incorporating a "distributed intelligence" approach to our accounts, Sharp can leverage the vast experience and credentials of our sales and service teams when developing proposals for Sourcewell participating entities.</p> <p>Below is a list of the current certifications held by Sharp sales and service staff:</p> <ul style="list-style-type: none"> <li>• CompTIA CDIA+ Certified Document Imaging Architect certification ensures critical knowledge for a career in the document imaging and document management industry. [Requirement for all direct salespeople]</li> <li>• CompTIA A+ certification validates foundation-level knowledge and skills necessary for a career in IT support. It is the starting point for a career.</li> <li>• CompTIA PDI+ Printing and Document Imaging certification ensures foundation-level knowledge and skills necessary for a career in service and support of printing and document imaging devices.</li> <li>• CompTIA Security+ certification designates knowledgeable professionals in the field of security, one of the fastest-growing fields in IT.</li> <li>• CompTIA Network+ certification is the sign of a qualified networking professional.</li> <li>• Microsoft Certified Professional (MCP) is a program of professional certifications awarded by Microsoft. Individual certifications are received upon passing one or more exams. The MCP program itself is designed for software developers and IT Professionals. Microsoft also awards a variety of more targeted certifications (e.g., Microsoft Certified IT Professional).</li> <li>• This technical series with the MC (Microsoft Certified) prefix includes Microsoft Certified IT Professional (MCITP), Microsoft Certified Master (MCM), Microsoft Certified Architect (MCA), Microsoft Certified Professional Developer (MCPD), and Microsoft Certified Technology Specialist (MCTS).</li> </ul> <p>Many of these certifications are also held by Sharp's nationwide network of dealer and SBS sales and service professionals.</p> <p>Sharp Canada SECL is compliant with all business license registrations and requirements at all levels of government where required (i.e. municipal, provincial/territorial and federal). Authorized SECL dealers are equally compliant and are contractually obligated to SECL to maintain these registrations and requirements.</p> <p>All Sharp field service technicians, whether employed by SECL or authorized dealers, are required to complete training and acquire and maintain Sharp service certification. SECL advance technical support staff located at our corporate offices who provided support to all field service technicians (inclusive of dealer field service) are also required to complete advanced training and acquire and maintain appropriate 'factory' certification.</p> <p>SECL employs a certified Project Management Professional (PMP) to lead and manage successful fleet transitions and implementations for both Sharp Clients and SECL authorized dealer clients.</p>
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15	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	<p>Sharp Electronics Corporation has not been suspended or debarred during the past ten years.</p> <p>Sharp Electronics of Canada Ltd. has not been suspended or debarred during the past ten years.</p>
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**Table 3: Industry Recognition & Marketplace Success**

Line Item	Question	Response *
16	Describe any relevant industry awards or recognition that your company has received in the past five years	<p>ORGANIZATIONAL AWARDS:</p> <p>2021 Awards</p> <ul style="list-style-type: none"> <li>• CRN 2021 Channel Chiefs – John Sheehan, Senior VP of Sales and Bob Madaio, VP of Marketing</li> </ul> <p>2020 Awards</p> <ul style="list-style-type: none"> <li>• CRN 2020 Channel Chiefs – John Sheehan, Senior VP of Sales</li> <li>• 2020 Fortune World's Most Admired Companies</li> <li>• 2020 The Cannata Report's Frank Awards - Best Manufacturer, Best-in-Class, Best Male Executive - Sharp's B2B division received three 2020 Frank Awards based on independent survey results of Sharp dealers. <ul style="list-style-type: none"> <li>o Best Manufacturer, which recognizes the outstanding portfolio of products and services for the dealer community.</li> <li>o Best-in-Class, which recognizes the wonderful support and value adds that Sharp offers to its dealers.</li> <li>o Best Male Executive, Mike Marusic, President and CEO, Sharp Imaging and Information Company of America</li> </ul> </li> </ul> <p>2019 Awards</p> <ul style="list-style-type: none"> <li>• CRN 2019 Channel Chiefs - John Sheehan, Senior VP of Sales</li> <li>• 2019 The Cannata Report's Frank Awards - Best Manufacturer, Best-in-Class, Best Male Executive - Sharp's B2B division received three 2019 Frank Awards based on independent survey results of Sharp dealers. <ul style="list-style-type: none"> <li>o Best Manufacturer, which recognizes the outstanding portfolio of products and services for the dealer community.</li> <li>o Best-in-Class, which recognizes the wonderful support and value adds that Sharp offers to its dealers.</li> <li>o Best Male Executive, Mike Marusic, President and CEO, Sharp Imaging and Information Company of America</li> </ul> </li> </ul> <p>2018 Awards</p> <ul style="list-style-type: none"> <li>• CRN Partner Program Guide Winner - CRN, a brand of The Channel Company, has given Sharp a 5-Star rating in its 2018 Partner Program Guide</li> <li>• CRN 2018 Channel Chiefs - John Sheehan, Senior VP of Sales and Gary Bailer, Director of Marketing</li> <li>• 2018 The Cannata Report's Frank Awards - Best-in-Class Manufacturer, Best A3 MFP Manufacturer, Best Male Executive and Best Female Executive - Sharp's B2B division received four 2018 Frank Awards based on independent survey results of Sharp dealers. Doug Albrechts, Chairman/CEO/President and Laura Blackmer, Senior VP of Sales were named Best Male and Female Executives</li> <li>• 2018 Thomson Reuters Top 100 Global Technology Leader - Sharp was recognized as a 2018 Top 100 Global Technology Leader by Thomson Reuters. The inaugural program identifies the tech industry's most operationally sound and financially successful organizations.</li> </ul> <p>2017 Awards</p> <ul style="list-style-type: none"> <li>• Forbes 2017 Americas Best Large Employers - Sharp was named to the list of America's best large employers</li> <li>• CRN 5-Star rating in its 2017 Partner Program Guide - CRN, a brand of The Channel Company, has given Sharp a 5-Star rating in its 2017 Partner Program Guide</li> <li>• 2017 CRN Channel Chiefs - Mike Marusic, SVP Marketing</li> </ul> <p>MFP CATEGORY AWARDS:</p> <p>2020 Awards</p> <ul style="list-style-type: none"> <li>• Buyers Lab PaceSetter Award - BLI PaceSetter for Sharp in the Smart Workplace: Collaboration Systems 2020-2021</li> <li>• Buyers Lab 2020 Outstanding Achievement in Innovation - Sharp Synappx Smart Office Platform</li> <li>• 14 Winter 2020 Pick Awards from Buyers Lab - Received the most Pick awards in the Copier MFP category than any other manufacturer. Includes awards</li> </ul>

for every color model, from 26 – 60 pages per minute as well as every tested monochrome model.

- 15 Highly Recommended Awards from Buyers Lab - Received awards for both monochrome and color multifunction printers
- 14 Reliability Certified Awards from Buyers Lab - Received awards for both monochrome and color multifunction printers

#### 2019 Awards

- Buyers Lab 2019 Copier MFP Line of the Year Award - Awarded for the entire multifunction printer product line
- 9 Buyers Lab Pick Awards - Received awards for both monochrome and color multifunction printers
- 6 Reliability Certified Awards from Buyers Lab - Received awards for both monochrome and color multifunction printers
- 6 Highly Recommended Awards from Buyers Lab - Received awards for both monochrome and color multifunction printers

#### 2018 Awards

- 3 Buyers Lab Pick Awards - Received awards in the Mid-Size Workgroup, 35-ppm Copier MFP and 50-ppm Copier MFP categories
- 2018 Buyers Lab Highly Recommended Award - Received for the MX-M316N color multifunction printer
- Buyers Lab PaceSetter Award - BLI PaceSetter in Ease of Use: Enterprise Devices 2018-2019
- Buyers Lab Reliability Award - Most reliable monochrome copier MFP brand

#### 2017 Awards

- Buyers Lab Highly Recommended Award - Received for 8 color multifunction printers
- Buyers Lab Reliability Award - Received for 8 color multifunction printers

#### 2016 Awards

- Buyers Lab Highly Recommended Award - Received for the MX-4070N and MX-5070N color multifunction printers
- Buyers Lab Reliability Award - Received for the MX-5070N color multifunction printer

#### DISPLAY CATEGORY AWARDS:

#### 2020 Awards

- 2020 CRN Tech Innovator Award Finalist - The Windows collaboration display from Sharp was decreed a finalist in the Display Collaboration/Signage category of the 2020 CRN Tech Innovators Award
- 2020 InfoComm Best of Show Special Edition Award from Sound & Video Contractor – Received for the Sharp Synappx Workspaces IoT solution

#### 2019 Awards

- 2019 Best of InfoComm Award from rAve - For the Windows collaboration display from Sharp
- 2019 Best of Show Award from Sound & Video Contractor – Awarded for the PN-L861H, PN-L751H and PN-L651H 4K UHD AQUOS BOARD® interactive display systems at InfoComm 2019
- 2019 NAB Show Product of the Year – The 8K Camera from Sharp won a Product of the Year Award at the 2019 NAB Show in the cameras, camera support and accessories category

#### 2018 Awards

- Winner of the 2018 Most Innovative Product Award from Sound & Video Contractor - Received for the 8M-B70AU 8K Ultra HD LCD Display
- Award for Best Flat Panel Display from rAve - Received for the 70" Class (diagonal) 8K Ultra-HD professional display at Infocomm 2018
- 2018 InfoComm Best of Show Award from Tech & Learning - Received for the PN-UH601 and PN-UH701 4K Ultra-HD commercial displays
- 2018 InfoComm Best of Show from Sound & Video Contractor - Received for the PN-UH601 and PN-UH701 4K Ultra-HD commercial displays
- 2018 InfoComm Best of Show from AV Technology - Received for the 8K Ultra-HD Monitor
- 2018 InfoComm Best of Show - Digital Signage - Received for the PN-M401 and PN-M501 smart signage displays
- rAve Best of ISE 2018 - Received "Best New Collaboration Board" award for the 4K Ultra-HD PN-L705H AQUOS BOARD interactive display system
- 2018 NAB Red Shark Award - Received for the Sharp 8K technology on display at the 2018 National Association of Broadcasting show and the work it does to promote the benefits of the 8K space
- 2018 NAB Best of Show - Digital Video - Received for the 8K Professional

		<p>Camcorder and 8K UHD LCD Monitor</p> <ul style="list-style-type: none"> <li>• 2018 NAB Best of Show - Sound &amp; Video Contractor - Received for the 8K UHD LCD Monitor</li> <li>• 2018 NAB Best of Show - TV Technology - Received for the 8K Professional Camcorder and the 8K UHD LCD Monitor</li> <li>• DIGI Awards 2018 - "Best New Generation Display Device, Large Screen" PN-V701 professional LCD monitor</li> </ul> <p>2017 Awards</p> <ul style="list-style-type: none"> <li>• Good Design Award - Given by the Japan Institute for Design Promotion for the 4K AQUOS BOARD interactive display system</li> <li>• 2017 Awards of Excellence - Tech &amp; Learning - "New Product - Tech &amp; Learning" PN-C805B and PN-C705B AQUOS BOARD interactive display systems</li> <li>• Best of Show - AV Technology award – 2017 - Received for the 40" Class (39.5" diagonal) Sharp PN-L401C AQUOS BOARD® interactive display system at InfoComm 2017</li> <li>• Best of Show - Tech and Learning award – 2017 - Received for the Sharp PN-C805B AQUOS BOARD® interactive display system</li> <li>• Commercial Integrator BEST Award, Interactive Whiteboard category – 2017 - Received for the 80" Class (80" diagonal) Sharp PN-C805B AQUOS BOARD® interactive display system at InfoComm 2017</li> <li>• rAve Best New Collaboration Board – 2017 - Received for the 4K AQUOS BOARD® interactive display system at InfoComm 2017</li> <li>• rAve Best Concept Product – 2017 – Received for the 4K AQUOS BOARD® interactive display system at InfoComm 2017</li> <li>• rAve Best New Huddle Room Display – 2017 - Received for the 40" Class (39.5" diagonal) PN-L401C AQUOS BOARD interactive display system at Integrated Systems Europe ISE 2017</li> <li>• rAve Best New Overall Digital Signage Product – 2017 - for the 90" Class (90 1/64" diameter) PN-LE901 commercial LCD TV at Integrated Systems Europe ISE 2017</li> <li>• 2017 DSA Digital Signage Award (a.k.a. DOOH DAS) for Overall Achievement: Manufacturer - Sharp's digital display manufacturing division</li> <li>• Best New Digital Signage LCD – 2017 - for the four model PN-Y Series professional LCD displays at DSE 2017</li> </ul> <p>2016 Awards</p> <ul style="list-style-type: none"> <li>• Best LCD Display - rAve – 2016 - Received for the 70" Class (69.5" diagonal) PN-H701 professional 4K Ultra-HD display - Integrate 2016</li> <li>• Best Updated Product - Tech &amp; Learning – 2016 - Received for the Sharp Wireless AQUOS BOARD Interactive Display System at 34th Annual Tech &amp; Learning Awards of Excellence</li> <li>• Best of Show - Tech &amp; Learning – 2016 - Received for the Sharp AQUOS BOARD® Wireless Interactive Display Systems at InfoComm 2016</li> <li>• Best of Show - AV Technology – 2016 - Received for the Sharp Next Generation PN-R Series Professional- Grade LCD Displays (AV Technology) at InfoComm 2016</li> <li>• Best of Show - Sound &amp; Video Contractor – 2016 - Sharp 85" Class 8K 120Hz LCD Display with IGZO Technology (Sound &amp; Video Contractor) at InfoComm</li> <li>• Sector Growth Champion – 2016 - Awarded in the Pro AV category at Global Technology Distribution Channel's (GTDC) 11th U.S. Rising Star Awards</li> </ul>	
17	What percentage of your sales are to the governmental sector in the past three years	<p>Sharp Electronics Corporation's business product sales to the governmental sector in the past three years accounted for 10% of overall business.</p> <p>Sharp Canada - 3.79%</p>	*
18	What percentage of your sales are to the education sector in the past three years	<p>Sharp Electronics Corporation's business product sales to the education sector in the past three years accounted for 21% of overall business.</p> <p>Sharp Canada - 1.98%</p>	*
19	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Sharp Electronics Corporation holds multiple state and cooperative purchasing contracts. Total sales volume for these contracts over the past three years is approximately \$139,140,000. Our largest cooperative contract is Sourcewell which accounts for more than 50% of this total.</p> <p>Sharp holds several other cooperative contracts, including NASPO ValuePoint with Participating Agreements with over 22 States, as well as Texas BuyBoard, PEPPM and several other smaller regional cooperative contracts. Current State contracts include Arizona, Florida, Georgia, Maryland, Mississippi, New York, North Carolina, Ohio, Pennsylvania, Virginia and Texas.</p> <p>Sharp considers sales reporting data for these contracts proprietary.</p>	*

20	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Sharp's GSA contract GS-25F-0037M will expire 9/30/21. This contract is in the process of being phased out and currently accounts for service and supply sales associated with legacy equipment.</p> <p>Total US sales over the past three years: \$2,956,694</p> <p>Sharp Canada Canadian Federal Government: 2018 - \$2.78m 2019 - \$2.71m 2020 - \$ 1.31m</p>	*
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#### Table 4: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Appalachian State University	Mike Waters (MFPs)	828-262-7812	*
The School District of Palm Beach County FL	Karen L. Adducci	561-434-8214	*
City of Durham	Dewayne Kendall	919-560-4122	*
Lee County Schools	Dr. Waller	919-774-6226	
Northeast ISD (San Antonio, TX)	Phil San Miguel	210-356-8848	

#### Table 5: Top Five Government or Education Customers

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

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
Various Government Entities	Government	California - CA	Installation and Service of MFPs, Printers and Document Solutions	\$2,000 - \$2,000,000	\$21,606,643	*
Various Government Entities	Education	Texas - TX	Installation and Service of MFPs, Printers and Document Solutions	\$2,000 - \$1,000,000	\$13,212,242	*
Various Education Entities	Education	Utah - UT	Installation and Service of MFPs, Printers and Document Solutions	\$2,000 - \$500,000	\$10,868,754	*
Various Government Entities	Government	Alabama - AL	Installation and Service of MFPs, Printers and Document Solutions	\$2,000 - \$500,000	\$9,939,059	*
Various Education Entities	Education	Pennsylvania - PA	Installation and Service of MFPs, Printers and Document Solutions	\$2,000 - \$500,000	\$9,733,968	*

#### Table 6: Ability to Sell and Deliver Service

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

Line Item	Question	Response *

23	Sales force.	<p>Sharp's sales force is comprised of several different teams. Each of these sales teams will support an awarded Sourcewell contract. Below is the structure and role of each Sharp Sales Team that makes up the sales force responsible for the implementation of the Sourcewell contract.</p> <p>Organization charts and US territory maps are provided as an attachment. (Table 6 - Ability to Sell and Deliver Service)</p> <p><b>Government Sales</b>  The Government Sales Team is responsible for State and Local Government, Educational and Non-Profit account sales and account management. This team is responsible for implementing the overall sales strategy of the contract and conveys all messaging regarding terms, product, processes, and requirements of the contract. Sharp Government and Major Account Managers (GMAMs) also work closely with end user customers within their assigned territory. The GMAM is the subject matter expert for an awarded Sourcewell contract, providing training and guidance to our authorized dealers and Sharp Business Systems (SBS) sales teams.</p> <p>Our Government Sales Team consists of two Government Sales Directors and nine GMAMs. Sharp's GMAMs are responsible for supporting the Sourcewell contract and will work closely with our Operations Department, Finance Team, Dealers and SBS locations.</p> <p>In addition, one GMAM will be specifically assigned and designated as the Sourcewell Account Manager. Kelly Haack, Sr. GMAM, will be responsible for account reviews and working closely with the other GMAMs to ensure contract success.</p> <p><b>Channel Sales</b>  The Channel Sales Team manages the relationship with Sharp's nationwide network of 350+ authorized dealers. This team will provide in-depth knowledge of our product line to our dealers and ensures that the latest product offering is communicated. This team is comprised of three Zones: Eastern, Central and Western, with each led by a Zone Director. The Channel Sales Team is comprised of 22 Territory Business Managers (TBMs) assigned to specific geographic territories. As well, the dealer channel is supported by four regional Print Production Managers (PPMs). These sales specialists specifically provide expertise in the light production and color category.</p> <p><b>Technology Sales</b>  Sharp's Technology Sales Team demonstrates a deep understanding of the advanced technical functions of Sharp's products and are truly the "subject matter experts" when it comes to developing workflow solutions and addressing security concerns.</p> <p>This team consists of eight regional Technology Integration Managers (TIMs) assigned to specific geographic territories. TIMs work closely with the Government and Channel Sales Teams to ensure that the proposed solution meets the needs of the end user. They are experts in providing advanced solutions and a creative approach to delivering solutions aimed at optimizing productivity and executing workflow tasks of today's busy office environments.</p> <p><b>Sharp Business Systems (SBS) Sales</b>  Sharp has 19 direct branches with 40+ sales offices across the county. This direct sales team will support all aspects of the Sourcewell participating entity experience. Each branch has several Major Account Executives who are specifically assigned the education, government, and non-profit market. SBS expertise in developing end user workflow solutions has resulted in several of the customer references provided in Sharp's response. This sales team is truly dedicated to providing Sharp customers outstanding project development and service.</p> <p><b>Sharp Canada</b>  Sharp Electronics of Canada Ltd. (SECL) will provide Sourcewell participating entities Sharp products and services directly from our corporate offices and staff to participating entities located in the Greater Toronto-Hamilton Area, Niagara Peninsula, and the Greater Montreal Region. These regions serviced directly by SECL represent approximately 31% of Canada's total population (based on 2016 census data).</p>
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24	Dealer network or other distribution methods.	<p>Sharp utilizes two primary organizations for product sales, consulting and customer support. Sharp's nationwide dealer network consists of more than 350 Sharp authorized dealers throughout the U.S. In addition, Sharp Business Systems (SBS) is a direct sales organization which includes 19 branch locations with over 40 satellite sales offices.</p> <p>Cumulatively, Sharp's nationwide dealer network consists of more than 3,400 Sales Managers, Sales Representatives and Sales Specialists. This network provides delivery, installation, service and maintenance to Sourcewell participating entities.</p> <p>Additionally, Sharp's SBS branch offices offer the strength of our corporate policies merged with the versatility of a local business, positioned to understand the regional needs and dynamics required for providing optimal service to Sourcewell participating entities. Technicians and salespeople in these SBS branches are Sharp employees. Under the direction of Sharp Electronics Corporation, they provide sales, delivery, installation, and service to support the Sourcewell Contract. The SBS sales team has nearly 300 Sales Managers, Sales Representatives and Sales Specialists.</p> <p>All dealer and SBS sales personnel work closely with our Government and Major Account Managers (GMAM) to provide the best customized product and service plans for Sourcewell participating entities. Both organizations can also provide additional services and value added features to Sourcewell participating entities such as networking solutions, Managed Print Services (MPS), data collection, and enterprise server or Cloud service.</p> <p>Sharp takes several steps to ensure reliable delivery, quality service and consistent support for all Sourcewell participating entities. Sharp's authorized dealers are contractually bound by the Sharp National Account Program (SNAP) Representative Agreement under which they act on behalf of Sharp, following Sharp's guidelines for providing products and services to our National Account customers, such as Sourcewell. Dealer technicians are required to undergo the same thorough product training that SEC employees receive. Sharp dealers and SBS locations are equally committed to provide a high level of service to include meeting Sharp's four-hour response time for service requests, and our commitment to keep devices functioning above 95% of their capability.</p> <p>The SNAP Representative Agreement requires each dealer to abide by the following:</p> <ul style="list-style-type: none"> <li>• Be fully trained and certified on all products they are servicing</li> <li>• Carry adequate parts and supplies in order to support national accounts</li> <li>• Provide Sharp's provision of warranty and service</li> <li>• Meet Sharp's stringent service response times</li> <li>• Provide loaners for emergency situations</li> <li>• Pull equipment from dealer inventory when needed</li> <li>• Provide Sharp with signed installation reports within one week of the date of installation</li> </ul> <p>An additional distribution channel is provided by Sharp's 220 Certified Channel Resellers (CCRs). CCRs also employ sales and service personnel for the installation, maintenance and services associated with selling, installing and servicing Sharp products being proposed in this RFP.</p> <p>A map detailing Sharp's extensive nationwide sales and service locations is provided as an attachment. (Table 6 - Ability to Sell and Deliver Service)</p> <p>Sharp Canada Sourcewell participating entities outside of the Greater Toronto-Hamilton Area, Niagara Peninsula, and the Greater Montreal Region will be provided with Sharp products and services, by SECL authorized dealers strategically located within provinces and territories across Canada.</p> <p>All SECL authorized and supported dealers are independently owned and operated.</p> <p>A map detailing Sharp Canada's sales and service locations is provided as an attachment. (Table 6 - Ability to Sell and Deliver Service)</p>
25	Service force.	<p>Sharp has a dedicated Field Service Team with territorial responsibilities covering all 50 states, Puerto Rico and the Virgin Islands. Sharp's Service staff is organized into two zones – East and West, each managed by a Director of Field Services. The Field Service Team consists of 12 Document System Support Specialists who work directly with Sharp's Servicing Dealers on customer training and other service-related issues.</p> <p>Sharp's Dealer Service Specialists (DSS) monitor, investigate and provide in-depth reporting on the field performance of all assigned products. They demonstrate expertise on hardware, firmware, software, and network technical issue resolution; use advanced troubleshooting tools and techniques to resolve escalated customer issues;</p>

and perform root cause analysis using established troubleshooting methodologies. Ultimately, the service force must ensure our dealer partners are fully supported in all technical and procedural areas and Sharp customers are satisfied with Sharp's service and support for solutions which best meet the needs of Government and Education Customers, including Sourcewell participating entities.

In addition to a dedicated service staff, Sharp's commitment to providing outstanding service is further demonstrated by the following programs and initiatives:

#### Dedicated Service Site – Service Success Center

To ensure that Sharp's dealer and SBS service force maintains a high level of service and expertise, Sharp provides our service personnel with an online site designed to provide 24/7 access to service bulletins, manuals, ongoing training, technical support, and software / firmware downloads needed to exceed Sharp's service reputation.

#### Service Hotline

Sharp provides a dedicated hotline for Sharp technicians to get one-on-one troubleshooting assistance when needed. The hotline is managed by a team of highly trained technical professionals who have the ability to access equipment and provide guided hands-on assistance to determine the most efficient solution.

#### Platinum Level Service Program

Our dealers work hard to achieve high levels of service for our customers, and we are happy to recognize the elite service organizations in our industry. Sharp's Platinum Level Service Provider (PLSP) program recognizes service organizations for exceeding performance benchmarks and implementing excellent industry best practices. The program recognizes organizations that show excellence in the following critical areas of service delivery:

- Commitment to Training
  - o All Sharp technicians must have at least completed Core Competencies, Core Monochrome and Core Color training
  - o Two or more certified technicians registered for all current models
  - o All light production equipment and specialty finishing products must be supported by certified technicians on that product
  - o At least one NET+ certified (or similar network certified) technician for connectivity issues
  - o Dealer has written internal escalation procedure for technicians
  - o Use of Sharp's Machine Intelligence Call Assistance System (MICAS)

#### Service Call Escalation Process:

Although, service is generally customized and managed locally by the authorized Sharp dealer or SBS locations, a typical service timeline/escalation process for dealer service calls is shown below:

Elapsed Time      Action

0 hour      Customer initiates service call

< 1 hour      Technician contacts customer to provide an ETA

2 – 4 hours      Technician on-site within response target

On-Site      Escalation Process Begins

1.5 – 2.5 hours      If Technician is on-site 1.5 – 2.5 hours, has completed a total call and the problem is not resolved:

1. Technician will contact team members
2. Technician will utilize support resources:
  - Sharp Helpdesk
  - MySharp Online Support
3. Service Technician will follow-up to determine what further actions will need to be performed

If unable to resolve within 3 hours:

Technician will notify Field Service Manager or Branch Manager and request Service Specialist on-site support

If parts are needed, the following process must be followed:

1. Contact Manager to locate parts and arrange for pick-up (Check all available resources in the region)

2. Check availability of non-inventory resource machine nearby

3. Check availability and have part shipped overnight to the nearest branch

4 – 6 hours      Service Technician on-site support

Service Technician will utilize all available resources to resolve problem (i.e. other Specialists, Manufacturers, etc.)

8 hours      If after 8 hours and the problem is not resolved:

1. Service Technician requests Manufacturer on-site support
2. Field Service Manager and or Customer request will determine if service loaner is necessary
3. Field Service Manager informs Account Manager of machine status

8 hours      Service Loaner Process begins

8 – 12 hours      Field Service Manager will request a loaner to be delivered to the customer site

		<p>1 – 2 days Service loaner delivered to customer and customer machine is delivered to nearest service location to troubleshoot                  2 – 10 days Manufacturer on-site to troubleshoot (Escalate to Director of Service if manufacturer time frame is unacceptable)                  5 – 10 days Machine repaired and delivered back to the customer</p> <p>A map detailing Sharp's service force is provided in the Documents section (Table 6 – Ability to sell and deliver)</p> <p>Sharp Canada                  Sharp Electronics of Canada Ltd. (SECL) assures Sourcewell that via Sharp direct and our network of authorized dealers, SECL will provide skilled service technicians and service parts depots to manage all existing and future participating entities requirements throughout all of Canada's provinces and territories.</p> <p>Further, all Sharp Certified Service Technicians shall be appropriately trained and have attained field service experience on the proposed Copier, Printer and MFD resources offered to Sourcewell participating entities.</p>
<p>26</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Account Management                  Sharp has an established account management process for Sourcewell. A multi-tiered approach to account management enables Sharp to provide excellent service and response time locally and nationally. Dedicated staff are assigned to Sourcewell from Sharp's Order Administration, Finance, Marketing and Sales Teams.</p> <p>Direct support of an awarded contract will be assigned to Sharp's Senior Government and Major Account Manager, Kelly Haack. Kelly has over 20 years of experience in the industry and has been with Sharp for over nine years. He will work closely with our Finance Administration Team, Dealers, SBS and our Management Staff to ensure that Sharp meets the requirements outlined in our proposal.</p> <p>Kelly will also work closely with Sharp's Government and Major Account Managers (GMAM) throughout the US. Each GMAM is responsible for working with the branches and authorized dealers within their territory.                  Customer Service Team</p> <p>All Sourcewell customer service needs are managed by Sharp's Sourcewell Customer Service Department in Montvale, NJ. The Sourcewell Customer Service hours of operation are Monday through Friday, 9 a.m. to 8 p.m. (EST).                  Two dedicated Sourcewell Customer Service Managers will be assigned to manage the day-to-day operations of the contract, including order entry, tracking and overall customer support. To facilitate order processing, a dedicated Sourcewell Account email address will be used to submit orders for processing. Sourcewell orders are given priority status and are processed within one business day.</p> <p>Management Team                  Deepak Yadav, AVP: Business Plan Operations &amp; Supply Chain (201) 529-3342                  Fran McNicholas, Manager: Finance Administration (201) 529-8601                  Jessica Gerhold, Manager: Business Operations (201) 529-9557</p> <p>The Sourcewell Customer Service Team is comprised of highly experienced individuals who are extremely familiar with the Sourcewell contract. They are fully dedicated to providing exceptional service and resolving any concerns or issues regarding the contract.</p> <p>Responsibilities of the Sourcewell Customer Service Manager include, and are not be limited to:</p> <p>Order Processing</p> <ul style="list-style-type: none"> <li>• End to end accountability for all aspects of the Sourcewell order flow, from order entry to product shipping</li> <li>• Sourcewell order maintenance and prompt resolution of exceptions</li> </ul> <p>Inventory Control and Management</p> <ul style="list-style-type: none"> <li>• Tracking inventory flow for Sourcewell participating entity orders to ensure they are fulfilled quickly and completely</li> <li>• Manage adjustments to Sourcewell orders, including re-ships, to expedite the installation process</li> <li>• All Sourcewell orders are tracked on asset level detail</li> </ul> <p>Order Installation</p> <ul style="list-style-type: none"> <li>• Large Sourcewell orders or orders with multiple locations/dealers are assigned a team who is accountable for a smooth order to install process</li> <li>• All aspects of each Sourcewell order are monitored from order entry to install (or funding) status, to ensure accurate and timely resolution</li> <li>• Coordination with inventory and logistics to meet Sourcewell participating entity's shipping and/or installing instructions</li> </ul>

		<ul style="list-style-type: none"> <li>Coordination and communications with Sharp authorized dealer(s) or SBS location on status changes and follow-up on install process for the Sourcewell participating entity</li> </ul> <p>Order Resolution</p> <ul style="list-style-type: none"> <li>Resolve changes to original Sourcewell order, including customer modifications, re-ships, damages, upgrades and downgrades</li> </ul> <p>Problem Escalation</p> <ul style="list-style-type: none"> <li>Work closely with Sharp's Sourcewell Account Manager should issues arise regarding Three Year Performance requests</li> </ul> <p>Sharp Canada</p> <p>Sourcewell participating entities will be supported with a multilevel support and account management structure.</p> <p>A Client Operations Manager (COM) is assigned to individual participating entities as single point of contact for fleet activity, service delivery, reporting and issue resolution.</p> <p>Account Managers (AM) are assigned at the participating entity level as required, often based in local markets and will attend quarterly business reviews. Jointly the COM and AM will review the participating entity's Copier, Printer and MFD fleet performance and present continuous improvement opportunities such as over/under utilized models identified for potential optimization or relocation.</p> <p>Solutions Consultants for MPS and software integration will join the COM-AM support team as needed, be available on-site, and provide remote support.</p> <p>Initial participating entity account setup and special billing requirements are handled by our Director of Administration and all subsequent activity will be managed by the Administrative Team.</p> <p>All SECL corporate office staff and Sharp's HelpDesk are available to all Sourcewell participating entities via a toll-free number. All SECL corporate and dealer support is offered in English and French as required in designated appropriate regions of Canada.</p> <p>Accountability for technical service rests with the SECL Director of Operations and Service, supported by Regional Service Managers and Service Managers at Dealer partners.</p> <p>A four-hour onsite response time in all geographic areas is a Sharp standard for SECL direct and authorized dealers. Some remote client locations may require extended onsite response time standards.</p>
27	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	<p>Sharp is fully committed to providing Sourcewell participating members products and services based on the scope of the organization's need. Sharp provides widespread geographic coverage through the combination of Sharp Business Systems (SBS) direct branches, local independent authorized dealers and Certified Channel Resellers. The sales and service staff of these organizations are extremely familiar with the Sourcewell contract and have a proven track record of success in providing solutions.</p>
28	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Sharp Electronics of Canada Ltd. (SECL) maintains a dedicated team which is responsible for identifying and responding to opportunities within the broader public and MASH sectors in all regional, provincial/territories and federal levels throughout Canada.</p> <p>SECL will support Sourcewell by promoting Sourcewell's proven procurement program when/where responding to appropriate publicly posted RFPs. SECL will also promote Sourcewell to current Sharp direct and authorized dealer Clients who may not be aware of Sourcewell's procurement benefits to the broader public and MASH sectors.</p>
29	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	<p>Sharp Electronics will fully service all geographic areas throughout the United States. However, in certain instances where devices are outside of a 25-mile radius from an authorized dealer or branch servicing location, these remote locations may be charged additional fees. However, any additional charges will be provided in advance to the Sourcewell participating entity.</p> <p>Sharp Canada</p> <p>Sharp Electronics of Canada Ltd. (SECL) and our network of authorized dealers have not identified any Canadian geographic areas in which we are unable to fully service.</p>

30	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	All Sourcewell participating entity sectors will be fully serviced through the proposed contract. At this time, no other cooperative contract would limit Sharp's ability to actively promote the Sourcewell contract in any geographic area or to any Sourcewell participating entity sector.  Sharp Canada Sharp Electronics of Canada Ltd. (SECL) and our network of authorized dealers have not identified any Sourcewell participating entities in Canada which we are unable to fully service.	*
31	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There are no specific contract requirements or restrictions that apply to Sourcewell's participating entities. Sharp has the ability to deliver and service products in Hawaii, Alaska and in US Territories. Where applicable, the Sourcewell participating entity would be responsible for additional tax filings, export or import fees, etc. as applied to the shipment. In addition, Sharp's transit and delivery time may be impacted due to the customer location.	*

Table 7: Marketing Plan

Line Item	Question	Response *
32	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Sharp's marketing strategy for the promotion of the Sourcewell contract is multi-layered. A great deal of our strategy is based upon the fundamental approach that we have taken since our first Sourcewell award. This contract is our primary contract vehicle for all local government, education, and non-profit opportunities. Given this level of importance, the following programs are currently in place, and we will continue to explore additional means of promoting the contract.</p> <p>Sales Marketing / Contract Education: The following are Sourcewell contract specific materials developed for Sharp Dealer and SBS sales representatives. The intent of these materials is to both educate and reinforce sales reps on the value of the contract and how to best communicate the award.</p> <p>Training Webinars Sharp provides both scheduled and ad-hoc training webinars for our dealer and SBS sales reps. These webinars include Sourcewell messaging (as provided via the Sourcewell vendor portal), as well as information on the many Sourcewell-specific marketing materials that Sharp makes available to our salespeople.</p> <p>Sharp Success Center To ensure that Sharp's dealer sales force, Sharp Business Systems sales reps and Certified Channel Resellers maintain a high level of product knowledge and expertise, Sharp provides an online site designed to provide continued 24/7 access to resources, innovative tools, ongoing training and technical support needed to exceed Sharp's customer service reputation.</p> <p>This online platform includes a dedicated Sourcewell landing page which contains a multitude of marketing resources that can be downloaded and used by our sales teams. Resources include: pricing, press releases, a training presentation, a Sourcewell contract "benefits of selling" flyer, Sourcewell customer success stories and more. This site enables Sharp to keep our sales team fully engaged and aware of any new product additions, major Sourcewell successes and program enhancements.</p> <p>Dealer Road Shows Sharp Dealer Road Shows are scheduled approximately every 18 months. The six to eight shows are scheduled over a three-week period and are held in major cities throughout the U.S. All Sharp authorized dealer and SBS location sales reps are encouraged to attend. The agenda for the road show includes a dedicated Sourcewell seminar which outlines the benefits of the contract and highlights regional success stories.</p> <p>National Dealer Meeting Sharp's National Dealer Meeting is also scheduled approximately every 18 months. This two day plus event includes a 40,000 sq. ft. product showcase which consists of a Sharp Partner Pavilion with a Sourcewell Premier Booth staffed by both Sourcewell and Sharp representatives, as well as vertical market demonstrations highlighting educational opportunities using the Sourcewell contract. In addition, all attendees are encouraged to attend a dedicated Education/Sourcewell breakout session.</p> <p>GMAM Dealer Training All Sharp Government and Major Account Managers (GMAMs) are required to meet with the Sharp dealers and SBS locations in their assigned territories. When meeting with Sharp Dealers and SBS sales reps, a large component of the GMAM "talk track" is the Sourcewell contract including the benefits and the opportunities it provides. In addition, the above referenced marketing materials and events are always identified throughout these</p>

		<p>training sessions.</p> <p>Customer Marketing:</p> <p>Customized Website  Sharp currently maintains a customized Sourcewell website for customer usage. This site includes contract-specific information regarding product information, customer testimonials, a customer benefits flyer, as well as a MySharp™ site. The MySharp site includes customer “how to” tutorials ranging from how to duplex to more advanced features on our copiers and printers. In addition, the website provides information on Sharp’s free toner recycling program and our commitment to the environment. This site is continually updated and enables Sharp to provide Sourcewell participating entities the most up to date information regarding the award.</p> <p>Trade Shows  Sharp participates in all major local government and educational trade shows and demonstrates a strong Sourcewell commitment through our marketing banners and collateral materials. In addition, Sharp will continue to provide co-branded giveaways for all show attendees.</p> <p>Marketing material samples provided in Documents section (Table 7 – Marketing Plan)</p> <p>Sharp Canada  Sharp Electronics of Canada Ltd. will leverage many of the marketing materials that Sharp’s HQ marketing team has developed. The access to existing materials and ability to easily modify messaging for the Canadian market enables the Canadian sales and marketing teams to literally hit the ground running.</p>	
33	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Sharp has many technology and digital approaches to enhancing our marketing for our overall solutions and Sourcewell client engagement. These include, but are not limited to:</p> <ul style="list-style-type: none"> <li>• Social media promotion and/or targeted promotional advertising on platforms such as LinkedIn, Facebook, Twitter and Instagram</li> <li>• Digital marketing promotions including paid-search, display ad retargeting and sponsored content on online communities</li> <li>• Significant digital-video production of our core messages, for use on our web properties, YouTube and across social media</li> <li>• Email nurture campaigns to both end-users and our channel audiences via event-captured, sales-captured and website-gathered leads, driven by our digital marketing automation platform (Pardot) that is tied to our CRM system (Salesforce)</li> <li>• Online events and webinars accelerate sales cycles, build contact lists to deliver messaging about solutions, contracts and GPO buying options</li> <li>• Web-presence over multiple properties including our corporate site (<a href="http://business.sharpusa.com">business.sharpusa.com</a>), our direct-branch-sales site (<a href="http://www.sharp-sbs.com">www.sharp-sbs.com</a>) and partner extranet sites (Sharp Success Center) for our channel to gain valuable selling information</li> <li>• Multiple remote-selling tools have been deployed to enable client meeting scheduling (Calendly), remote demos and video sharing (Consensus) and advanced LinkedIn access (Sales Navigator) for prospecting and client engagement enhanced marketing effectiveness</li> </ul>	*

34	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	<p>By and large we view the promotion of an awarded contract as Sharp's responsibility. Certainly, Sourcewell's reinforcement of its message in the provided vendor "Get to Know Us" training events and webinars provides reinforcement and education for our Dealers and SBS salespeople. The annual H2O conference provides management the ability to meet with fellow vendors and to share and exchange best practices and to discover optimum methods of contract promotion. Joint co-marketing activity with Sharp has proven successful in the past. We absolutely intend to build upon the relationship that we have established with Sourcewell as an active participant in all Sourcewell marketing activities where appropriate.</p> <p>The inclusion of Sourcewell in Sharp's dealer and SBS training webinars has been well received and provides additional messaging. As well, Sharp's historical inclusion of Sourcewell in our National Dealer Meetings and Road Shows has been invaluable. Finally, the recently launched Sourcewell vendor portal provides serves as an outstanding educational resource for our salespeople.</p> <p>A Sourcewell awarded contract will continue to be fully integrated into Sharp's internal sales process. The Sourcewell contract is a key component of the sales quota for all Sharp sales employees, as this quota requirement is incorporated at all sales levels – management, dealer sales and government sales.</p> <p>Sharp will continue to provide incentives for using the Sourcewell contract to salespeople through our Ultimate Rewards Program. This program is a versatile, online sales program designed to reward Sharp dealer, CCR and SBS sales reps for selling Sharp products through the contract. All Sharp dealer sales reps and sales managers are encouraged to improve their level of sales and technical competency by completing the Sharp Academy online training program, which is an in-depth and up-to-date education on Sharp products, software and solutions. The Ultimate Rewards point values earned are directly related to the Sharp Academy level of training completed. This business model encourages our sales reps to continuously train and maintain a high level of industry and product knowledge.</p>
35	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>The complex nature of our products and our solutions-based approach does not lend itself to a commoditized e-procurement ordering process. We are currently exploring an e-procurement platform for the ordering of "drop ship" type products such as desktop printers and monitors. Once available, Sharp would make this e-procurement system available to Sourcewell participating entities.</p>

**Table 8: Value-Added Attributes**

Line Item	Question	Response *
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36	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>To ensure the highest level of satisfaction in training and support of all product installations, Sharp's dealers and SBS branches provide on-site introductory training with each new copier, printer or multi-function device (MFD) installation.</p> <p>Product Training is customizable. The installing service provider will develop a program using one or more of the options below.</p> <ul style="list-style-type: none"> <li>• Small group classroom training - Group of 10-20 with Lead Trainer <ul style="list-style-type: none"> <li>o In this setting, we utilize a feature of the Sharp MFD called Remote Front Panel. This feature allows us to broadcast the MFD's user interface to a Screen or Monitor so that many can easily see the screen from a comfortable position.</li> </ul> </li> <li>• Department Training <ul style="list-style-type: none"> <li>o Trainers will schedule a time with each department or group and do hands-on product training in the user's area.</li> </ul> </li> <li>• Power User Training- Train the Trainer <ul style="list-style-type: none"> <li>o In this training, a select group of power users will go through an extended training session and after completion should be able to help others as needed.</li> </ul> </li> <li>• Follow Up Training – Can be made available. An additional cost may be incurred <ul style="list-style-type: none"> <li>o When you have new staff or want more advanced training with your technology we will be there to support you. Our goal is to ensure our customers are utilizing their equipment to its fullest potential.</li> </ul> </li> </ul> <p>The on-site introductory training is included at no additional charge with all equipment acquired on an awarded Sourcewell Contract.</p> <p>The training is generally 2 - 4 hours, depending on the model and number of key operator participants.</p> <p>Before a machine is delivered and installed, the customer will be contacted by the installing dealer or SBS location to schedule training. Training will be scheduled within 48 hours of delivery and is usually scheduled to take place during the installation process. However, training could be scheduled at a date and time convenient to the participating entity after the time of delivery and installation.</p> <p>Sharp also provides an online tool for end user guidance and assistance. MySharp™ is an additional resource which is available 24/7. This web-based site is Sharp's free internet resource designed to help Sourcewell participating entities with any questions regarding the functions of the copier, printer or MFD. This website will provide participating entities with access to video demonstrations, tutorials, tips and tricks for using the Sharp equipment to its full potential.</p> <p>Additionally, the site is customized to include information and tutorials on all awarded MFDs and printers.</p> <p>A link and screen shots are provided in the Documents section of our response (Table 8 – Value Add)</p> <p>Sharp Canada Sharp Electronics Canada, Ltd. (SECL) training ensures key operators and end users are well trained. Programs are customized to end user needs and user questions to drive efficient use and proven cost savings via best practices.</p> <p>At time of installation SECL will provide training:</p> <ul style="list-style-type: none"> <li>• Technical assistance on the server software and configuration of sample workstations</li> <li>• MFD Software Management Utilities for IT staff (initial training up to 2 hours)</li> <li>• MFD Driver Interface and use for up to 5-10 primary users per session</li> <li>• Sharp trainers use a combination of on-site, hands-on and web-based training materials:</li> </ul> <ul style="list-style-type: none"> <li>o On site at copier, printer or MFD installation and in classroom groups with a sample model for training</li> <li>o Electronically via web-based modules, on-line help 24/7, FAQs, and webinars/conference call training to include other sites in central training</li> </ul> <p>Key Operators and End Users are trained on all functions in use: copy, print, scan, fax and paper selection/advice. Options like confidential print, address books, accessing job status and document filing are covered. With Key Operators, other tasks are key: changing consumables, troubleshooting, ordering (via Sharp web-based Service portal) and service call guidelines. Additional training may include inserting tabs into documents, creating booklets with different paper types, and creating job builds. As per Sourcewell participating entity requirements, diagnostic and usage data can be routed internally to key operators, fleet administration and/or our fleet support team.</p> <p>YourSharp™ is a browser-based reference source of instructional PDFs for step-by-step training in everyday language for routine tasks and on less-used functions like booklets and sheet insertion.</p> <p>IT Support training will be tailored to the agreed upon level of IT involvement. End User HelpDesk teams can be included separately at no extra charge.</p> <p>Post initial training, SECL will follow up after 30, 60, and 90 days to ensure the machines meet or exceed expectations, and that all training needs are being addressed.</p>
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37	Describe any technological advances that your proposed products or services offer.	<p>Sharp has a strong history of developing leading edge technologically advanced products. Sharp was the first manufacturer to introduce document security in 2000 and the first to receive the Federal Government's Common Criteria certification for our MFD security solution in 2001. Our commitment to providing our customers superior products and services sets Sharp apart from our competitors and allows us to provide Sourcewell participating entities a best-in-class experience.</p> <p><b>Technology for New "Normal" Office Environments</b> The COVID-19 pandemic has caused us to reevaluate how we work. Sharp has developed technologies that allow organizations to be flexible and promote safe working environments, either while in the office or while collaborating from a home office.</p> <p><b>Touchless Job Release</b> Sharp remains committed to keeping your work environment safe and sanitary by supporting features to help employees safely and hygienically operate shared devices. With that in mind, Sharp has enhanced the Print Hold feature on select A3 and A4 workgroup models, enabling users to release their jobs automatically by simply swiping their ID card when authentication is used. With this workflow, users do not need to physically touch the MFD, allowing for a true contactless experience.</p> <p><b>Cloud/Email Connect</b> Through the Cloud/Email Connect feature on the latest generation of Sharp multi-function products, organizations can seamlessly integrate their paper-based document workflows with popular cloud services. For an optimal user experience, single sign-on is supported. Users can login once and conveniently scan documents or access cloud-stored documents directly from the Sharp MFD while IT administrators maintain full security control.</p> <p><b>Cloud Connect For:</b></p> <ul style="list-style-type: none"> <li>• OneDrive® for Business</li> <li>• SharePoint Online®</li> <li>• Google Drive™</li> <li>• Box Connector (Available through the Sharp Application Portal)</li> <li>• Dropbox Connector (Available through the Sharp Application Portal)</li> </ul> <p><b>Email Connect For:</b></p> <ul style="list-style-type: none"> <li>• Exchange Server</li> <li>• Exchange Online/Office 365</li> <li>• Gmail™ Webmail</li> </ul> <p><b>Synappx™ Builds a Smarter Hybrid Workplace</b> As businesses aim to rebound in 2021, the workplace will continue to be a place where people come to connect with colleagues and collaborate. Sharp's Synappx applications help organizations create a safer and smarter workplace experience by providing contactless device access and simplifying collaboration in shared spaces.</p> <p>With a mobile device, Synappx Go enables the quick, safe access and sharing of content through the Sharp MFD or interactive display, all without ever touching the shared device. Synappx Meeting creates more productive meetings by helping users connect technology in meeting rooms, from their desks or at home.</p> <p>Synappx applications ease communication between office technology such as, hardware, software, data stores and data communication platforms; already in use in the office. With Sharp Synappx, these technologies communicate with each other, seamlessly. Remove frustrating technology hassles from meetings. Share or print information right where it's needed. Get smarter about meeting spaces, all to drive better collaboration.</p> <p><b>Windows Collaboration Display</b> Sharp's Windows Collaboration Display (WCD) includes a built-in microphone, 4K camera and IoT sensor hub that works seamlessly with Microsoft 365 collaboration tools. This product is backed by the cloud to deliver outstanding ease of use and enable the continual analysis of meeting room conditions, allowing for comfortable business meetings with better space utilization, more productive collaboration and minimal setup. With the WCD, users can share material from any device. Plus, built-in wireless casting can connect up to five devices simultaneously.</p> <p><b>Technological Advances of Sharp Products</b></p> <p><b>MFD Customization</b> The Sharp first-of-a-kind user interface can be customized with one-touch access to the functions, files or applications that are most important to an organization or user. The experience is fully personalized from the simple to the more complex, allowing you to add custom backgrounds and icons, change the display language and much more.</p> <p><b>Retractable Keyboard</b> Designed to simplify e-mail address and subject line entries, as well as repetitive scanning tasks and user authentication, the built-in keyboard offers users a familiar ergonomic interface.</p>
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#### Sharp Mobile Print and Scan Solution

Sharp's mobile applications are designed to give users powerful, cutting edge solutions that integrate their Windows® 8, Windows RT, iPhone®, iPad®, or Android™ device with Sharp's award-winning MFDs. Sharpdesk Mobile provides users with an innovative mobile print and scan solution for Smartphones, Tablets, and AQUOS Boards.

#### Hassle-Free Printing

Connect to a Wi-Fi network, select a document, preview and print directly to a supported Sharp MFD from your iPhone® or iPad®.

#### Simplified Scanning

Scan hard-copy documents to PDF for easy access by simply scanning from a Sharp MFD to your iPhone® or iPad®. The mobile device's profile can be stored as a "scan-to" location on the MFD for easy access.

#### Seamless Collaboration with Other Applications

Sharpdesk Mobile allows seamless file sharing with other applications. Users can attach scanned files to e-mail, share documents with other iPhone®/iPad® applications or print files from other iPhone®/iPad® applications.

#### Security

Sharp Electronics is recognized as an industry leader in security which provides Sourcewell participating entities proven protection for confidential data, device access and network safeguards. Securely managing business and user data is critical for organizations to be successful, Sharp addresses these concerns by providing a suite of integrated security features designed to help protect your information and document assets.

Sharp continues to lead in the industry by incorporating advanced Security (AES 256 bit encryption, HDD overwrite) as a standard feature. Sharp has also introduced additional Security measures with Firmware Attack Prevention and Self Recovery, Application Whitelisting, and an "End-of-Lease" feature that sanitizes and reverts the MFD to defaults when reaching end of life. Sharp addresses the need for governmental compliance by the introduction of optional data security kits that provided the ability to encrypt data further residing on the device in addition to the already present AES 256 bit encryption, data overwrite, port management and administrator control of feature accessibility. In addition, a firmware-based operating system is deployed in Sharp MFDs that does not allow for vulnerabilities that could potentially introduce harmful software such as a virus or malware.

#### Sharp Remote Device Manager (SRDM)

SRDM is a device management and monitoring tool to facilitate centralized management of Sharp MFDs and SNMP-compliant printers to allow for optimum device uptime. From the console, IT Managers can view detailed information on each device, such as network connectivity, consumable levels and impression counts. The direct access to remote front panel enables support staff to view and control the LCD panel from anywhere on the network, as well as the ability to review service logs and update firmware. For more intuitive views and to expedite trouble shooting, devices can be grouped together in the utility by model, department, location, network status, IP address and more. Rapid deployment of MFDs can also be accomplished by distributing print drivers to network clients and cloning the settings of a reference device to other similar models all at the click of a button. Toner level is monitored in one percent increments on select models.

#### Key features include but are not limited to:

- Manual or automated device discovery
- Remote device monitoring on status and consumables
- Remote device security, network and system configurations
- Remote access to device's front panel to provide quick user assistance
- Driver distribution to reduce IT support time
- Security dashboard to centrally enforce security policies
- Scheduled power management to optimize energy usage
- Device cloning and storage backup to facilitate deployment and business continuity
- Email notifications to keep IT administrators aware of critical issues

#### Edge-to-Edge Printing

Sharp is the first and only manufacturer to offer edge-to-edge printing on light production MFDs. Edge-to-edge printing enables operators to output high quality, full-bleed booklets in-line, helping to reduce outsourcing costs as well as production times. Sharp's exclusive solution uses 11 x 17 paper and automatically trims only one edge of the paper, producing a lower cost full bleed booklet. Other manufacturers accomplish this by printing on larger (12 x 18) paper which costs more than ledger paper and by using an expensive finisher that trims three sides of the finished booklet. Not only does this type of paper trimming unit cost more, it also slows down the productivity of the device. This feature has been especially well-received by Sourcewell participating entities who opt for in-house printing of materials such as churches and other non-profits.

#### PANTONE® Matching System

		<p>PANTONE® colors are commonly found in logos, letterhead, and business cards. Traditionally, to accurately reproduce these colors manufacturers would turn to a third-party company for a specialized print controller. Sharp has taken a different approach. All Sharp 30+ page per minute color models have the ability to match PANTONE colors. This unique approach saves customers money by not requiring a costly third-party print controller. In addition, training time is saved as a result of not needing to train users on a different print driver while providing excellent color matching.</p> <p>Fiery® Command Workstation® Sharp also received an innovation award from BLI for our integration of Fiery® Command Workstation® at the MFD panel. Utilizing a large 15.4” touch screen on our light production models, Sharp has chosen to offer more convenience while reducing costs for Sourcewell participating entities. In the past, a key operator would run a light production MFD and utilize a nearby PC running Command Workstation. This creates a lot of back and forth for the key operator to load paper, offload finished jobs and check on incoming print jobs. By giving key operators the convenience of running Command Workstation through the control panel, key operators are more productive. Competitive models require a costly FASCI Kit with an external keyboard can cost much more.</p> <p>Sharp OSA® Designed to deliver powerful customization, the Sharp OSA development platform opens the door to a broad array of value-added functionality and flexibility. Sharp OSA-enabled MFDs allow users to work smarter and be more productive. Completing routine tasks are easier.</p> <p>With next generation Sharp OSA technology, applications deployed in the cloud can be integrated with any Sharp OSA v4 enabled MFD. By delivering applications to the MFD directly from the cloud, enterprises gain the ability to quickly scale MFD functionality without the need to purchase server hardware and software. The deployment time is significantly reduced by avoiding the lengthy capital approval process often used for IT projects.</p> <p>Links to pertinent brochures and marketing materials further describing Sharp’s technological advances are provided in the Documents section of our response (Table 8 – Value Add)</p>
38	Describe any “green” initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	<p>Sharp’s “Green” Initiatives Sharp is deeply committed to its corporate sustainability plan and promotes an overall company strategy for protecting the global environment. Critical policies, strategies, and measures relating to environmental sustainability management are implemented across the entire Sharp Corporation. Specifically, Sharp Corporation’s Environmental Department in charge of Environmental Affairs serves as the chair of the semiannual General Global Environmental Conferences, where general managers responsible for environmental affairs from each division and overseas base become thoroughly familiar with Sharp Corporation’s environmental policies and discuss environmental policies, objectives and measures for each division.</p> <p>Sharp also holds Company-Wide GP (Green Product) and GF (Green Factory) Conferences in Japan and regional environmental conferences to ensure that Sharp Corporation’s environmental policies are thoroughly disseminated and to discuss environmental policies and measures for each department and site. Sharp also works closely with members of environmental departments at each site in Japan and worldwide through various committees, project activities, and Eco Best Practice Forums, while promoting various environmental initiatives across the entire Sharp Group.</p> <p>Sharp is taking active measures to curb greenhouse gas emissions resulting from its business activities by reducing CO<sub>2</sub> emissions through the introduction of cogeneration systems and energy-efficient equipment, the installation of solar power generation systems, and the meticulous implementation of energy-saving activities at plants and offices. At the same time, Sharp is also reducing emissions of greenhouse gases such as PFCs (perfluorocarbons) by installing abatement systems and adopting replacement gases with lower global warming potential.</p> <p>To support these environmental initiatives, Sharp introduced its long-term Eco Vision 2050 which sets forth two key goals to reach by 2050: to create more clean energy than the total amount of energy consumed in Sharp’s entire supply chain and to achieve net zero CO<sub>2</sub> emission in Sharp’s business activities.</p> <p>Sharp’s 2020 Sustainability Report is included in the Documents section of our response (Table 8 – Value Add)</p> <p>Sharp’s Recycling Initiatives</p> <p>Toner Recycling Sharp’s Toner Recycling Program is FREE to all users and provides for the recycling of all consumables, including toner cartridges, bottles, toner collection containers and drum units. As part of our commitment to preserving the environment and reducing landfill waste, Sharp Electronics partnered with a Zero Waste to Landfill Recycler for recycling all Sharp consumables.</p>

We encourage our customers to recycle in bulk by providing all collection and shipping materials, as well as all shipping and recycling costs, for the return of all used Sharp toner cartridges and consumables. Upon registration, customers receive a Recycling Kit that contains 3 pre-addressed collection/shipping cartons. The carton can be conveniently placed in the customer's mail room or near the copier for easy collection and shipment of up to 10 used cartridges. Since the program's inception, each month over 4 tons of used toner cartridges have been prevented from ending up in a landfill.

For more information on our recycling program, please visit [www.sharpusa.com/recycle](http://www.sharpusa.com/recycle)

#### Machine End-of-Life Product Recycling

As part of Sharp's Super Green Strategy, Sharp provides our customers a recycling option for Sharp Copiers, Printers and MFDs which have reached their end of life.

These models, with authorizing documentation, can be shipped to one of three regional Sharp recycling centers. Sharp will be responsible for all disposition and Zero-Waste-to-Landfill recycling costs associated with the disposition of Sharp equipment.

Additional information is included in the Documents section of our response (Table 8 – Value Add)

#### Sharp Canada

Sharp Electronics of Canada Ltd. (SECL) is also committed to conduct business operations and activities in a manner that is protective of human health and the environment.

SECL's commitment to promote the development of environmentally conscious products has resulted in products that are energy efficient, require minimal resources to produce, are made with easily recyclable materials, have greater product lifecycle, and easy to disassemble for recycling at end of life.

To further this commitment, we have expanded our Toner Cartridge Recycling Program to include recycling of all empty toner cartridges and toner collection containers from photocopiers, network printers, and facsimile products. The process is as follows:

#### Four Simple Steps

- Use only the packaging from your new toner; do not use any other packaging. Place used toner cartridge or full toner collection container in the carton and seal with packing tape.
- Please return when possible, eight to ten empty toner cartridges or collection containers per shipping label to help conserve resources, reduce energy use and shipping costs.
- Place them in a used cardboard carton and seal, or you may also bundle multiple individual boxes together securely with tape. When bundling multiple cartridge boxes, please make sure you have no more than two rows of four cartridge boxes across.
- Click on a corresponding link provided for the location of pick up to be re-directed to the Canada Post website. Complete the contact information and click "continue" to print the shipping label. Please affix the label to the package.

A Prepaid Shipping Label for pick up is provided in British Columbia, Alberta, Saskatchewan, Yukon Territory, Northwest Territories, Nunavut, Ontario, Manitoba, Newfoundland & Labrador, Prince Edward Island, Nova Scotia, New Brunswick and Quebec.

39	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Responsible Approach to Product Design for Energy Efficiency and Life Cycle Optimization</p> <p>As Sharp strives for sustainable product design, it considers environmental friendliness a key factor in all stages of a product's life cycle, from design to manufacture to disposal. Sharp's environmental initiatives and dedication to developing energy efficient document systems set a high standard in the industry.</p> <p>Most Sharp models utilize a built-in walk-up motion sensor which automatically detects approaching users and immediately wakes the machine, making it ready for use within seconds, saving energy while in sleep mode without sacrificing convenience.</p> <p>Sharp's advanced micro-fine toner technology offers a lower consumption rate and produces less waste than conventional toners, resulting in longer replacement intervals. Long-life consumable parts help minimize service intervals and down time, resulting in lower operating costs and all Sharp copier supplies are packaged using fully recyclable materials. Additionally, all models being proposed are RoHS compliant to restrict the use of hazardous substances.</p> <p><b>Energy Efficiency</b> With two different energy saving modes, power can be reduced or shut off at set intervals and all Sharp copiers, printers and MFDs being proposed are ENERGY STAR® certified. These models are third party certified to be energy efficient by using the least amount of energy when working and when they are in stand-by mode.</p> <p>Sharp Business Products are EPEAT® Registered EPEAT (Electronic Product Environmental Assessment Tool) is a third-party global rating system for greener electronics that requires ongoing independent verification of manufacturer claims. Customers can use EPEAT as the environmental benchmark to help them make informed purchasing decisions. By using EPEAT standards to purchase greener electronics, customers are assured their organization's environmental sustainability goals are met and will help to preserve our natural resources. All Sharp Copiers, Printers and MFDs being proposed in this Sourcewell RFP are EPEAT registered.</p> <p><b>ISO Certifications</b> The International Standards Organization (ISO) establishes performance objectives and environmental management systems to prevent pollution, ensure compliance with regulations and achieve continual improvement. Sharp Electronics Corporation Headquarters undergoes annual audits and has been certified since 2004.</p> <p>In 1995, Sharp Corporation in Japan, began the process of acquiring ISO Environmental Management System Certification for its production facilities. Currently, all Sharp manufacturing facilities worldwide are ISO 9001 and ISO 14001 certified. Further, in 2002, Sharp introduced its own Environmental Management System, which adds 49 additional control points for all our plants to supplement those specified by ISO standards, which is maintained today.</p> <p>The following links and documents are included in the Documents section (Table 8 – Value Add)</p> <ul style="list-style-type: none"> <li>• Energy Star Listing</li> <li>• EPEAT Registry</li> <li>• ISO 9001 Certification</li> <li>• ISO 14001 Certification</li> </ul> <p>Sharp Canada EnergyStar, EPEAT, RoHS certifications are also applicable in Canada.</p>
40	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	<p>Sharp Electronics Corporation is a large company and we do not claim any Minority Owned, Woman Owned, Veteran, or other protected status accreditation. Sharp Electronics does however maintain a relationship with a nationwide network of independently owned dealers who will participate in the execution of a contract resulting from this proposal. Many of these Sharp authorized dealers have accreditation as minority owned, woman owned, or disabled veteran owned business. Currently there are 72 Sharp authorized dealers with protected status.</p> <p><b>KEY:</b> W: Woman Owned M: Minority Owned V: Veteran Owned DV: Disabled Veteran Owned S: Small Business Entity</p> <p>A designation chart is provided as an attachment in the Documents section. (Table 8 – Value Add)</p>

41	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p><b>Unique Services Offering</b>  Sharp's unique Maintenance Intelligence Call Assistance System (MICAS) provides Sourcewell participating entities with state-of-the-art service monitoring. MICAS is a cloud-based device management application that uses Sharp's Remote Email Diagnostics (R.E.D.) and SNMP to collect device data and alerts. Sharp Authorized Dealers can use the MICAS service to help monitor and track the status of Sourcewell participating entities devices, making device management hands-free. This unique service tool helps generate automated meter data, real-time service alerts and advanced device monitoring tools. Service providers may offer remote service capabilities and OEM device support via the MICAS Agent, a locally-installed software. Whether an organization is large or small, local or remote, the MICAS service will help keep the devices up and running, increase call efficiency, reduce unnecessary service visits and enhance the end user experience.</p> <p><b>Unique Products Offering</b>  Sharp copiers, printers and MFDs are designed to make device setup easier and faster. These are not your typical all-in-one copier, printing, faxing and scanning devices. Precision engineered to help increase workflow efficiency for Sourcewell participating entities and provide exceptional image quality, Sharp copiers, printers and MFDs are easier to operate, control, monitor, manage and maintain, helping take business functions to the next level of productivity and performance.</p> <p>Sharp has always been known for enhancing MFD productivity in the workplace by offering innovative, easy-to-use features. Sharp's reputation for innovation is evident with the new MFD voice feature supported on most models. With Sharp's MFD voice feature, the user can interact with the machine just by using the power of natural language. With simple voice commands, Sourcewell participating entities can ask the Sharp document system to make copies or scan a document, hands-free.</p> <p><b>Unique Distribution and Deployment of Products</b>  Sharp's third-party logistics business model enables us to provide delivery of products in a most efficient manner. Sharp leverages the strength of Tech Data who has built a reputation as a leader in the distribution channel for 40 years by focusing on service, cost savings and continuous development. Tech Data's state-of-the-art logistics centers are strategically located to enable next-day service to most major metropolitan areas and because of their volume of business, their carrier partners provide our dealers with the latest outbound pull times possible.</p> <p><b>Uniquely Positioned to Support the Sourcewell Contract</b>  As a Sourcewell contract holder, Sharp has had a long standing and successful relationship with Sourcewell for more than 20 years. Our internal sales teams, administrative staff, dealers and SBS branches have an extensive and strong familiarity with the contract. The Sourcewell contract is an extremely critical component of Sharp's business model, sales training programs, marketing initiatives and management focus.</p> <p>Furthermore, it is our intention to further leverage our U.S. business model in the Canadian marketplace. Sharp Canada has demonstrated a commitment to the sector served by Sourcewell as shown in the attached press release. By replication of our U.S. sales and marketing strategies, we believe that the additional focus in Canada will be beneficial for Sourcewell participating entities to the North.</p> <p>Sharp Canada press release provided in Documents Section (Table 8 – Value Add)</p>
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**Table 9: Warranty**

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

Line Item	Question	Response *
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42	Do your warranties cover all products, parts, and labor?	<p><b>WARRANTY PROGRAM</b>  Sharp Electronics provides Sourcewell participating entities the Sharp Three Year Performance Guarantee for all products offered in this response. This guarantee is a comprehensive guarantee of device performance.</p> <p>The Guarantee begins at the date of installation. The equipment purchased by Sourcewell must be maintained under a Service Maintenance Agreement offered through the Sourcewell contract with a Sharp Authorized Dealer or Sharp Business Systems (SBS) Branch and operated using only genuine Sharp supplies and parts. This guarantee applies to all products procured through and billed through the Sourcewell contract. The Performance Guarantee does not apply to equipment that has been damaged by accident or misuse, including improper voltage. If it is determined that the equipment was maintained using other than genuine Sharp supplies and parts, the Three Year Performance Guarantee will no longer be valid.</p> <p>Should equipment demonstrate major service problems and/or excessive downtime, the servicing dealer or SBS representative will work directly with Sharp to remedy the situation. Service records will be obtained, and the Sharp Regional Field Service Manager will work with the service provider to rectify the problem. If corrective actions do not resolve the reported issue, the Field Service Manager will recommend equipment replacement. Sharp HQ Customer Service will manage the process of equipment pick up and replacement.</p> <p>This Three Year Performance Guarantee is provided as an assurance that Sharp is committed to the Sourcewell participating entity's total satisfaction.</p> <p>Three Year Performance Guarantee is provided in the Documents section (Table 9 – Warranty)</p> <p><b>WARRANTY COVERAGE</b>  As part of the Sourcewell / Sharp Electronics contract, all products, parts and labor are included in the warranty, subject to the conditions stated above, per the Three Year Performance Guarantee.</p> <p>Sharp Canada  Sourcewell participating entities will be offered a Sharp fleet maintenance and warranty program which covers all Sharp products, parts, toner replenishment, preventative maintenance and labor throughout the term of a fleet maintenance agreement.</p> <p>Industry standard fleet maintenance and warranty programs based on a cost per impression (CPI) are widely accepted in the Canadian broader public and MASH sectors and offered by all Canadian MFD providers.</p> <p>CPI fleet maintenance programs are available to Sourcewell Clients on purchased and leased Sharp products.</p>
43	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	<p>Sharp does provide recommended volume levels for Sharp MFDs. This “right-sizing” will allow the device to properly function in its environment. However, overuse above and beyond the recommended volume level which causes excessive maintenance requirements could null and void the Sharp Three Year Performance Guarantee.</p> <p>Sharp Canada  Industry standard warranty practices require MFDs to be operated in appropriate environmental conditions and locations. Where an MFD may be located in an environment where there is excessive air born particles, excessive humidity or extreme temperatures, (i.e. manufacturing facilities or non-office environments), fleet maintenance programs and associated warranties may not be available.</p>
44	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	<p>Based on the conditions listed in our warranty, the maintenance of installed devices under the Sourcewell contract is inclusive of any travel time encountered by our technicians to perform the required maintenance as stated in the agreement. Technicians are available to service devices located within a 25 mile radius of a Sharp Authorized Dealer location or SBS Branch at no charge. For remote locations where devices are outside of a 25 mile radius from a support location, an additional charge may apply.</p> <p>Sharp Canada  Yes, technician travel time and mileage are included in the Sharp fleet maintenance and warranty program.</p>

45	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	<p>Through our network of Authorized dealers and SBS Branches, Sharp Electronics will provide service including warranty repairs throughout the U.S. However, due to geographic restrictions, some remote areas of the U.S. may require a longer response time. In these cases, Sharp will make best efforts to provide service by dispatching a Sharp Service technician to provide service for a warranty repair.</p> <p>Sharp Canada SECL and our network of authorized dealers have not identified any Canadian geographic regions in which we are unable to provide Sharp certified technicians to provide warranty repairs.</p>	*
46	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	<p>The proposed products and solutions not manufactured by Sharp will carry product warranties provided by the original equipment manufacturer.</p> <p>Sharp Canada Sharp Electronics of Canada Ltd. is not offering any 3rd Party devices as a part of this proposal.</p>	*
47	What are your proposed exchange and return programs and policies?	<p>Sharp's sales teams will work closely with Sourcewell participating entities to ensure that product selection is based upon current and projected departmental requirements. A needs assessment conducted by either the Sharp sales representative or local authorized dealer or enables Sharp to provide a MFD that will best meet the needs of the Sourcewell user/department. If the Sharp MFD is not performing within the machine's design specifications and cannot be repaired by the authorized Sharp dealer and Sharp Service Technician, Sharp will replace, at no charge, the equipment with a like model with comparable features, as outlined in the Three Year Performance Guarantee.</p>	*
48	Describe any service contract options for the items included in your proposal.	<p>Sharp is providing Sourcewell with standard, competitive service and supply pricing for all proposed copiers, printers and MFDs. These service plans include all parts, photoconductors, labor and all consumable items except paper and staples. Both a Cost Per Copy and defined monthly copy plans are available.</p> <p>Additionally, Sourcewell participating entities may source a customized service contract directly from the installing authorized Sharp dealer or SBS Branch. This pricing would be designed to meet the requirements of the customized needs assessment with billing managed by the Sharp dealer or SBS Branch.</p> <p>Sharp also offers a Managed Print Services program which provides an all-encompassing rate for equipment, service and supplies. This pricing would be designed to meet the requirements of the customized needs assessment with billing managed by the Sharp dealer or SBS Branch.</p> <p>Sharp Canada Sourcewell participating entities will have an option to forego fixed CPI fleet maintenance and warranty programs. Alternatively, Sourcewell participating entities may opt for a service program based on purchase of replacement toners, service parts, preventative maintenance, plus technician's labor, travel time and mileage.</p>	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	
49	What are your payment terms (e.g., net 10, net 30)?	<p>Sharp's standard payment terms are net 30.</p> <p>As part of Sharp's Sourcewell contract, all products, parts and labor are included in the warranty, subject to the conditions stated in the Three-Year Performance Guarantee (See Table 9 – Warranty).</p> <p>Sharp Canada Sharp Electronics of Canada Ltd. has Net 30-day payment terms upon account approval</p>	*

50	Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?	<p>There are a number of leasing and financing programs available to Sourcewell participating entities.</p> <p>General Acquisition Types/Terms:</p> <ul style="list-style-type: none"> <li>• Fair Market Value Lease</li> <li>• \$1 Buyout Lease</li> <li>• Straight Lease</li> <li>• Short Term Leases / Cancellable Rentals</li> <li>• 12, 18, 24, 36, 48 and 60 month options</li> </ul> <p>All financing options should be evaluated by Sourcewell participating entities at the time of equipment selection.</p> <p>Sourcewell participating entities may utilize a 3rd Party Leasing option to provide custom financing plans for states, local governments, educational institutions, and non-profit organizations. Sharp works closely with several leasing partners that can provide Sourcewell participating entities customized leasing arrangements. Sourcewell participating members also have the option of a direct financing agreement with the local authorized dealer.</p> <p>Sourcewell participating entities may utilize National Cooperative Leasing (NCL) as a leasing option. NCL has extensive expertise and experience working with Sourcewell and state, local government, education, and non-profit organizations to create custom finance plans that meet the unique term, structure, legal requirement, and budgetary needs of Sourcewell participating entities.</p> <p>Under specific circumstances, Sourcewell participating entities have the option for a direct lease program through Sharp's leasing company, Sharp Leasing USA (SLUSA). SLUSA also offers customizable leasing plans based on customer preferences, requirements, and budget constraints.</p> <p>Sharp Canada Sharp uses multiples leasing partners to provide Sourcewell members with best-value.</p>
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51	Briefly describe your proposed order process. Include enough detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell participating entities' purchase orders.	<p>All Sourcewell orders are managed by Sharp's Sourcewell Customer Service Department in Montvale, NJ. The Sourcewell Customer Service hours of operation are Monday through Friday, 9 a.m. to 8 p.m. (EST).</p> <p>All Sourcewell participating entity orders placed with a Sharp dealer, Sharp Business Systems or Certified Channel Reseller will be forwarded directly to Sharp HQ for processing. Two dedicated Sourcewell Customer Service Managers will be assigned to manage the day-to-day operations of the contract, including order entry, tracking and overall customer support. To facilitate order processing, a dedicated Sourcewell Account email address will be used to submit orders for processing. Sourcewell orders are given priority status and are processed within one business day.</p> <p>Sharp utilizes SAP for our business process management. This system enables Sharp to easily extract and report required quarterly sales data.</p> <p>Sharp Canada Sharp Electronics of Canada Ltd.'s (SECL) order entry process allows for identification and coding of Sourcewell participating entities who order products and services via cooperative procurement programs/agreements (i.e. Sourcewell, GSA, SOSA). Where/when SECL authorized dealers order Sharp products for Clients under these programs/agreements, specific dealer order details are required to identify the participating entity's program/agreement in order for the SECL authorized dealer to access and qualify for pricing specific to the identified program/agreement. These orders are quantified by SECL and identified and coded accordingly.</p> <p>Where/when a group procurement program/agreement is executed by SECL, Client operations prepares a detailed program package for internal distribution to all relevant departments within SECL.</p> <p>SECL's Client operations group presents and reviews the detailed program package with SECL's finance group who is responsible for acquiring relevant data and assembly monthly/quarterly sales reports. SECL's finance group will prepare Sourcewell sales reports inclusive of SECL dealer activity and forward the sales report to SECL's assigned Client Operations Manager for submission to Sourcewell.</p>
52	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	<p>The P-card procurement and payment process is accepted with no additional cost.</p> <p>Sharp Canada Yes, SECL accepts P-Cards for payment process. There is no additional cost to Sourcewell participating entities.</p>

**Table 11: Pricing and Delivery**

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

Line Item	Question	Response *
53	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>The proposed Sharp Electronics pricing model is based on line-item pricing discounts. We have provided a detailed proposed price list which contains current model numbers, MSRP and our proposed Sourcewell contract price for all products being proposed. The pricing proposed reflects an approximate 2% reduction from Sharp's current Sourcewell 1+ contract pricing.</p> <p>Please refer to the Sourcewell Proposed Pricing in the Documents Section. (Tab 11 – Pricing and Delivery)</p> <p>Sharp Canada Pricing for Sharp Canada is also based on line-item pricing. Please refer to the Documents Section (Tab 11 – Pricing and Delivery)</p>

54	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>The average discount from MSRP that is represented in the pricing proposal in this response is as follows:</p> <p>MFD mainframes &amp; printer: 66%  MFD/printer accessories: 58%  Display products: 33%</p>	*
55	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Sharp offers the following discounts on the Sourcewell Contract:</p> <ul style="list-style-type: none"> <li>• Copier, Printer and MFD Products: \$50K+ Pricing, \$100K+ Pricing and Negotiated Pricing for large opportunities</li> <li>• Professional Display Products: 25 Unit Pricing and Negotiated Pricing for large opportunities</li> </ul> <p>Sharp Canada  Sharp Canada offers the following discounts on the Sourcewell Contract: Copier, Printer and MFD Products: \$50K+ Pricing, \$100K+ Pricing and Negotiated Pricing for large opportunities.</p>	*
56	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	<p>Sharp Dealers and Branches will work with the Sourcewell participating entity to complete a needs analysis to help determine what additional products or related services will be required to fulfill the proposed solution. The sourced products and related services will then be procured from Sharp authorized dealers or SBS branches. The ability for Sharp dealers and SBS to procure these products from Tech Data provides Sourcewell participating entities greater access to a vast array of ancillary products to provide a complete solution. The complete solution will be presented to the Sourcewell participating entity in a quote with the nonstandard options identified and priced for each request.</p> <p>Sharp Canada  Sharp Canada can provide specially sourced products for Sourcewell participating entities. We do not have a straight-line pricing method but will use best-value to the end user based upon product[s] sourced and methods utilized.</p>	*
57	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>The pricing submitted includes the cost of shipping charges. Standard installation and set-up are also included for locations within a 25-mile radius of the authorized dealer or branch. However, additional charges may apply for extenuating circumstances or excessive installation requirements (e.g. special rigging, access alterations, and access to non-ground floors via stairs). After-hours, weekend deliveries and/or non-standard installation may incur additional charges. These charges will be provided by the installing dealer or branch to the participating entity prior to installation and set-up.</p> <p>On-site introductory training is included at no additional charge and is for a period of no more than 2 - 4 hours depending on the model and number of key operator participants. Additional charges for subsequent training, if any, will be imposed by the installing and servicing authorized dealer or SBS location.</p> <p>Sharp Canada  After-hours, weekend deliveries and/or non-standard installation may incur additional charges. Deliveries to remote locations may incur additional delivery charges.</p>	*
58	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>The pricing submitted includes the cost of shipping charges. Standard installation and set-up are also included for locations within a 25-mile radius of the authorized dealer or branch. However, additional charges may apply for extenuating circumstances or excessive installation requirements (e.g. special rigging, access alterations, and access to non-ground floors via stairs). These charges will be provided by the installing dealer or branch to the participating entity prior to installation and set-up.</p> <p>Sharp Canada  Standard freight delivery and installation to non-remote locations is included with all Copier, Printer and MFD pricing. After-hours, weekend deliveries and/or non-standard installation may incur additional charges.</p>	*

59	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>For Sourcewell participating entities located in Alaska and Hawaii, delivery is included for locations within 25 miles of a Sharp authorized dealer or SBS branch location. When the participating entity location is outside of a 25-mile radius from an authorized support location, there may be an additional delivery charge. Delivery programs for Canada and offshore delivery will be developed based on the location of the Sourcewell participating entity. Any additional costs incurred by the authorized dealer or SBS location will be passed on to the Sourcewell participating entity. However, these additional costs will be presented and approved by the participating entity prior to processing the order.</p> <p>Sharp Canada Standard freight delivery and installation to non-remote locations, is included with all MFD pricing. After-hours, week-end deliveries and/or non-standard installation requirements may incur additional charges.</p>	*
60	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Sharp's third-party logistics business model enables us to provide delivery of product to Sourcewell participating entities in a most efficient manner. Sharp leverages the strength of Tech Data, who has built a reputation as a leader in the distribution channel for more than 40 years, by focusing on service, cost savings and continuous development.</p> <p>Tech Data's state-of-the-art logistics centers provide strategically located secure warehousing to deliver rapid access and quality inventory management. By leveraging transportation hubs near the installing dealer or branch location, Tech Data can provide next-day service to most major metropolitan areas. In addition, their transportation partners can provide our dealers better order tracking and ETA visibility because of their well-established and mature global transportation and logistics capabilities.</p>	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
61	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
62	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.	<p>Sharp provides access to all Sourcewell contract pricing via the Sharp Success Center - our internal training and information site. This site includes a designated Sourcewell contract section in which all current product and pricing information is posted.</p> <p>Sharp dealers and SBS sales representatives can easily access and download the most up to date information regarding the contract.</p> <p>Per Sharp's established order process, all Sourcewell orders are forwarded to Sharp directly either via an established email address or faxed when necessary.</p> <p>Two dedicated Sourcewell Customer Service Managers are assigned to manage the day-to-day operations of the contract, including order entry, tracking and overall customer support. These individuals are extremely familiar with the Sourcewell contract and review and confirm all contract pricing prior to entering an order. All orders are entered into SAP which enables Sharp to easily generate the required quarterly reporting and thus determine the administrative fee .</p> <p>Sharp Canada Sharp Electronics of Canada Ltd. (SECL) will assign a Client Operations Manager who is responsible for ensuring contract compliance, verified pricing to Sourcewell participating entities, submission of quarterly sales reports and payment of administrative fees to Sourcewell.</p> <p>SECL's Client Operations Manager is Sourcewell's single point of contact for all matters related to managing the Sourcewell program.</p>
63	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	<p>Sharp Electronics proposes a 2% administrative fee for all MFD and Display hardware at the following price levels:</p> <ul style="list-style-type: none"> <li>• MFD Products: Standard Pricing, \$50K+ Pricing and \$100K+ Pricing</li> <li>• Display Products: Standard Pricing and 25 Unit Pricing</li> </ul> <p>Sharp Electronics proposes a 1% administrative fee for all MFD and Display hardware at the following price levels:</p> <ul style="list-style-type: none"> <li>• MFD and Display Products: Negotiated Pricing (based upon competition and circumstances)</li> </ul> <p>Sharp Canada SECL will provide Sourcewell with a 2% Cost Recovery Fee on all hardware purchases based on prices provided in our response. With any downward deviation on this pricing, Sharp Canada will provide Sourcewell with a 1% Cost Recovery Fee on the total hardware purchase.</p>

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

Line Item	Question	Response *
64	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	<p>The Sharp Electronics Corporation portfolio is built to deliver Sourcewell members the technology to build a simply smarter work environment. Sharp offers a full suite of office technology, with a complete line of printers and multifunction (print, copy, scan) devices, surrounded by advanced custom, professional and support services from our Sharp Business Systems direct-sales/support organization and our extensive dealer network.</p> <p>When it comes to the impact of technology on our processes, change is the only constant. In fact, now more than ever, simple-to-use, up-to-date office technology can help remove any business barriers and create what we call the Simply Smarter Workplace. The aim of our Simply Smarter Workplace strategy is straightforward.</p> <ul style="list-style-type: none"> <li>• Accelerate collaboration</li> <li>• Improve efficiencies</li> <li>• Digitize workflows</li> </ul>

- Increase information security

Sharp's proposed products and solutions enable Sourcewell participating entities to achieve these objectives.

#### Multifunction Device (MFD) Product Line

Sharp MFDs are designed for ease of use, extreme reliability and integration with advanced software and cloud platforms. Built in features help save costs while an open-architecture allow best-of-breed solutions for workflow, content management and cost-control within any print/scan environment. With monochrome and color options, speeds from 20 pages per minute (PPM) to 120 PPM and with many simplified and common features across the portfolio, these advanced systems are engineered to increase workflow efficiency and provide exceptional image quality. Innovative features and advanced security have always been a hallmark of Sharp MFDs, and first-to-market Amazon Alexa voice control and unique security management via trusted-device support with Microsoft Active Directory continue that trend.

Sharp's Copiers, Printers and MFDs are designed with ease-of-use in mind by utilizing a similar platform and an easy to use control panel. The commonality allows an organization to right-size the equipment without losing any functionality. A significant portion of the machines offered - 22 workgroup models ranging from 26-60 pages per minute have the same options, supplies and end user experience.

Many other Copiers, Printers and MFDs on the market have operation panels that require in depth selection choices to find the required feature. Sharp MFDs offer an easy-to-use tablet-like user interface that allows customization by the end user, as well as "Easy" buttons for quick functionality selection; all with the industry's first integrated retractable keyboard that provides intuitive control of even the most advanced functions.

Sharp MFDs also feature dual head scanning or Scan2. This enables Sourcewell participating entities to scan large volumes of documents in half the time it would normally take. Documents can be scanned directly to designated folders, the cloud or even to the device itself.

Sharp's Universal Print Drivers are seamlessly integrated with Microsoft Windows OS and their popular applications such as Microsoft Office for a seamless printing experience. Specific features are available through a user-friendly interface that helps meet each user's unique output requirements.

The driver includes all the most popular features and offers the following benefits:

- Quick device discovery to find Sharp MFDs on the network
- Versatile finishing support to maintain productivity with a convenience
- Simplified printing process through selectable default printer
- Printer list feature to always keep your favorite printers accessible
- Color management for an optimized output result
- Verified and trusted Citrix Ready print driver
- Client-server and peer-to-peer print environment for IT managers to provide flexible options in networking

#### Smart Office Software Platform

The Sharp Synappx™ software platform complements our MFDs (and other technology) by making Sharp technology easier to use. Synappx Go works with our MFDs to enable mobile app-based control of copy and print functions, especially useful when office-workers are looking to reduce unnecessary touches on shared devices.

#### Managed Print Services

Many customers want to experience the reliability and ease-of-use of Sharp MFDs but are not interested in the day-to-day management of a print environment. Sharp and our dealer network optimize an organization's print environment leveraging our experts and technologies, such as Sharp's Machine Intelligence Call Assistance System (MICAS) technology as well as other leading software platforms. This approach improves cost effectiveness and efficiency, by right-sizing a Sourcewell member's print environment by removing redundant devices and replacing aging equipment. The environment is also simplified for users by standardizing models, drivers and processes, while streamlining support through a consolidated maintenance contract.

#### Commercial Display Product Line

Sharp offers a complete line of displays, including interactive whiteboards, collaboration displays, desktop monitors, commercial televisions and video walls. These products can be integrated into a total office solution, providing ease of use and wireless connectivity – all enhanced by support of Sharp's Synappx smart-office software. Sharp's professional displays range from 24" to 70", commercial displays with tuner from 43" to 86", and Sharp's full line of AQUOS BOARD interactive display systems with screen sizes from 60" to 85".

		Sharp also offers the Sharp Windows Collaboration Display (WCD) which includes a built-in microphone, 4K camera and IoT sensor hub that works seamlessly with the best Microsoft 365 collaboration tools. This single, easy to use device often replaces up individual cameras, audio systems displays and, often, laptops an eliminates the confusion and support requirements they bring. A cloud-based software platform called Synappx WorkSpaces provides reports from the IoT sensor that help users understand the quality and use of their meeting spaces.	
65	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<ul style="list-style-type: none"> <li>• Device Management</li> <li>• Print Usage and Audit Tracking</li> <li>• Managed Print Services</li> <li>• Document Digitization and Workflow</li> </ul>	*

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

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments	
66	Copiers	<input checked="" type="radio"/> Yes <input type="radio"/> No	Details provided in table 14A Response and Document upload	*
67	Printers	<input checked="" type="radio"/> Yes <input type="radio"/> No	Details provided in table 14A Response and Document upload	*
68	Multi-function devices	<input checked="" type="radio"/> Yes <input type="radio"/> No	Details provided in table 14A Response and Document upload	*
69	Hardware, software, supplies, consumables, and related accessories	<input checked="" type="radio"/> Yes <input type="radio"/> No	Details provided in table 14A Response and Document upload	
70	Managed Print Services (MPS) solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	Details provided in table 14A Response and Document upload	
71	Related services	<input checked="" type="radio"/> Yes <input type="radio"/> No	Details provided in table 14A Response and Document upload	*

**Table 15: Industry Specific Questions**

Line Item	Question	Response *	
72	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Sharp utilizes Salesforce as our CRM platform. This enables our sales management team to analyze sales trends and achievement versus quota. As well, we track customer retention and new customer adoption. In addition, monthly reports are distributed to sales and marketing teams for review and analysis. Sharp tracks Dealer and SBS engagement. This data enables Sharp to develop targeted sales and marketing campaigns based upon need and identified opportunity in specific geographical locations, as well as specific verticals. An example of this would be a marketing and sales campaign specifically designed to increase awareness of the Sourcewell contract in the non-profit sector in a particular city or state. Lastly, Sharp's Ultimate Rewards sales incentive program provides an additional data point for analysis.	*
73	Describe shipping and delivery options available to participating entities.	<p>Standard procedure for shipping and delivery of equipment is as follows:</p> <ul style="list-style-type: none"> <li>• Order is received at Sharp headquarters for processing</li> <li>• Equipment is shipped to the local servicing dealer or SBS location</li> <li>• Installing dealer or SBS service team assembles and tests equipment</li> <li>• Equipment is delivered, installed, and tested at Sourcewell participating entity location</li> </ul> <p>In some instances, the Sourcewell participating entity may request that smaller or plug and play equipment be shipped directly to the ordering location. For example, desktop printers or display monitors could be shipped directly.</p>	
74	Describe your applicable quality control/chain of custody protocols related to delivery of genuine and authentic equipment, parts, and supplies.	As an Original Equipment Manufacturer (OEM), it is critical that only Sharp genuine and authentic equipment, parts and supplies are used in the repair and maintenance of our products. Sharp exclusively utilizes Tech Data as our warehousing and logistics supplier. This business model ensures the integrity of our program. In addition, Sharp's Three-Year Performance Guarantee specifically requires that only Sharp parts and supplies be used in the maintenance of our equipment. Failure to comply with this requirement will negate Sharp's guarantee.	

**Exceptions to Terms, Conditions, or Specifications Form**

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

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

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

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

- c. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Mike Marusic, President and CEO, Sharp Electronics Corporation

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

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_9_Copiers_Printers_MFD_RFP_030321</b> Tue February 23 2021 03:05 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_8_Copiers_Printers_MFD_RFP_030321</b> Mon February 22 2021 02:20 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_7_Copiers_Printers_MFD_RFP_030321</b> Thu February 18 2021 01:00 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_6_Copiers_Printers_MFD_RFP_030321</b> Wed February 17 2021 09:23 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_5_Copiers_Printers_MFD_RFP_030321</b> Fri February 12 2021 07:58 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_4_Copiers_Printers_MFD_RFP_030321</b> Wed February 10 2021 11:12 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_3_Copiers_Printers_MFD_RFP_030321</b> Sun January 24 2021 06:07 PM	<input checked="" type="checkbox"/>	3
<b>Addendum_2_RFP_030321_Copiers_Printers_MFD_RFP_030321</b> Tue January 19 2021 09:07 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_1_RFP_030321_Copiers_Printers_MFD_RFP_030321</b> Thu January 14 2021 10:07 AM	<input checked="" type="checkbox"/>	1



**RFP # 030321**  
**REQUEST FOR PROPOSALS**  
**for**  
**Copiers, Printers, and Multi-Function Devices with Related Supplies,**  
**Accessories, and Services**

**Proposal Due Date: March 3, 2021, 4:30 p.m., Central Time**

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 3, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

**Solicitation Schedule**

Public Notice of RFP Published:	January 12, 2021, 8:00 a.m., Central Time
Pre-proposal Conference:	February 10, 2021, 10:00 a.m., Central Time
Question Submission Deadline:	February 24, 2021, 4:30 p.m., Central Time
<b>Proposal Due Date:</b>	<b>March 3, 2021 4:30 p.m., Central Time</b> Late responses will not be considered.
Opening:	March 3, 2021, 6:30 p.m., Central Time **

\*\* SEE RFP SUB-SECTION V. G. "OPENING"

## I. ABOUT SOURCEWELL PARTICIPATING ENTITIES

### A. SOURCEWELL

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and contract award process for the benefit of its 50,000+ participating entities across the United States and Canada. Sourcewell's solicitation process complies with State of Minnesota law and policies, conforms to Canadian trade agreements, and results in cooperative contracting solutions from which Sourcewell's Participating Entities procure equipment, products, and services.

Cooperative contracting provides participating entities and vendors increased administrative efficiencies and the power of combined purchasing volume that result in overall cost savings. At times, Sourcewell also partners with other purchasing cooperatives to combine the purchasing volume of their membership into a single solicitation and contract expanding the reach of contracted vendors' potential pool of end users.

Sourcewell uses a website-based platform, the Sourcewell Procurement Portal, through which all proposals to this RFP must be submitted.

### B. USE OF RESULTING CONTRACTS

In the United States, Sourcewell's contracts are available for use by:

- Federal and state government entities;
- Cities, towns, and counties/parishes;
- Education service cooperatives;
- K-12 and higher education entities;
- Tribal government entities;
- Some nonprofit entities; and
- Other public entities.

In Canada, Sourcewell's contracts are available for use by:

- Provincial and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly-funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the Cities of Calgary, Edmonton, Toronto, Calgary, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;

- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest;
- Members of the Rural Municipalities of Alberta (RMA) and their represented Associations, Saskatchewan Association of Rural Municipalities (SARM), Saskatchewan Urban Municipalities Association (SUMA), Association of Manitoba Municipalities (AMM), Local Authority Services (LAS), Municipalities Newfoundland and Labrador (MNL), Nova Scotia Federation of Municipalities (NSFM), and Federation of Prince Edward Island Municipalities (FPEIM).

For a listing of current United States and Canadian Participating Entities visit Sourcewell's website (note: there is a tab for each country's listing): <https://www.sourcewell-mn.gov/sourcewell-for-vendors/agency-locator>.

Access to contracted equipment, products, or services by Participating Entities is typically through a purchase order issued directly to the applicable vendor. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell contracts is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources.

To meet Participating Entities' needs, public notice of this RFP has been broadly published, including notification in the United States to each state-level procurement department for possible re-posting.

Proof of publication will be available at the conclusion of the solicitation process.

## **II. EQUIPMENT, PRODUCTS, AND SERVICES**

### **A. SOLUTIONS-BASED SOLICITATION**

This RFP and contract award process is a solutions-based solicitation; meaning that Sourcewell is seeking equipment, products, or services that meet the general requirements of the scope of this RFP and that are commonly desired or are required by law or industry standards.

### **B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES**

It is expected that Proposers will offer a wide array of equipment, products, or services at lower prices and with better value than what they would ordinarily offer to a single government entity, a school district, or a regional cooperative.

1. Sourcewell is seeking proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services including, but not limited to:

- a. Copiers, printers, scanners, and multi-function devices for the purpose of print, duplication, reproduction, or imaging of documents or material across a broad range of

output formats, qualities, and sizes, and in a variety of device capacities, functionalities and capabilities, such as mobile, desktop, and production units, and black & white or color format;

- b. Hardware, software, supplies, consumables, and accessories related to the copiers, printers, scanners, and multi-function devices described in subsection 1. a. above;
  - c. Managed Print Services (MPS) solutions related to the copiers, printers, scanners, and multi-function devices described in subsection 1. a. above. However, this solicitation should NOT be construed to include “MPS-only” solutions. Proposers may include related print management solutions to the extent that the solutions are complementary to the offering of the equipment and products being proposed; and,
  - d. Services related to the solutions described in subsections 1.a. – c. above, including access or security controls, networking, installation, monitoring or testing, maintenance or repair, and warranty programs. However, this solicitation should NOT be construed to include “service-only” solutions. Proposers may include related services to the extent that these solutions are complementary to the offering of the equipment and products being proposed.
2. The primary focus of this solicitation is on Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services. This solicitation should NOT be construed to include:
- a. Production-grade 3D Printers; and,
  - b. The offering of paper products or supplies.
3. This solicitation does not include those equipment, products, or services covered under categories included in contracts currently maintained by Sourcewell:
- a. Managed Service Provider (MSP) for Information Technology and I.T. Staff Augmentation (RFP #020817)
  - b. Facility MRO (Maintenance, Repair & Operations), Industrial & Building Supplies with Related Equipment, Accessories, Supplies & Services (RFP #121218)
  - c. Wireless Voice and Data Services with Related Solutions, Equipment, and Accessories (RFP #080119)
  - d. Technology Catalog Solutions (RFP #080419)
  - e. Industrial and Workplace Storage Systems with Related Accessories (RFP #010920)
  - f. Office Supply Catalog Solutions (RFP #012320)
  - g. Public Sector and Education Administration Software Solutions with Related Services (RFP #090320)

Proposers may include related equipment, accessories, and services to the extent that these solutions are complementary to the equipment, products, or service(s) being proposed.

Generally, the solutions for Participating Entities are turn-key solutions, providing a combination of equipment, products and services, delivery, and installation to a properly operating status. However, equipment or products only solutions may be appropriate for situations where Participating Entities possess the ability, either in-house or through local third-party contractors, to properly install and bring to operation the equipment or products being proposed.

Sourcewell prefers vendors that provide a sole source of responsibility for the products and services provided under a resulting contract. If Proposer requires the use of dealers, resellers, or subcontractors to provide the products or services, the Proposal should address how the products or services will be provided to Participating Entities and describe the network of dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting contract.

Sourcewell desires the broadest possible selection of equipment, products, and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcewell current and future Participating Entities.

#### C. REQUIREMENTS

It is expected that Proposers have knowledge of all applicable industry standards, laws, and regulations and possess an ability to market and distribute the equipment, products, or services to Participating Entities.

1. Safety Requirements. All items proposed must comply with current applicable safety or regulatory standards or codes.
2. Deviation from Industry Standard. Deviations from industry standards must be identified with an explanation of how the equipment, products, and services will provide equivalent function, coverage, performance, and/or related services.
3. New Equipment and Products. Proposed equipment and products must be for new, current model; however, Proposer may offer certain close-out equipment or products if it is specifically noted in the Pricing proposal.
4. Delivered and operational. Unless clearly noted in the Proposal, equipment and products must be delivered to the Participating Entity as operational.
5. Warranty. All equipment, products, supplies, and services must be covered by a warranty that is the industry standard or better.

#### D. ANTICIPATED CONTRACT TERM

Sourcewell anticipates that the term of any resulting contract(s) will be four (4) years. Up to two one-year extensions may be offered based on the best interests of Sourcewell and its Participating Entities.

#### E. ESTIMATED CONTRACT VALUE AND USAGE

Based on past volume of similar contracts, the estimated annual value of all transactions from contracts resulting from this RFP are anticipated to be USD \$100 Million; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the contract(s) awarded from this RFP; however, sales and sales volume from any resulting contract are not guaranteed.

#### F. MARKETING PLAN

Proposer's sales force will be the primary source of communication with Participating Entities. The Proposer's Marketing Plan should demonstrate Proposer's ability to deploy a sales force or dealer network to Participating Entities, as well as Proposer's sales and service capabilities. It is expected that Proposer will promote and market any contract award.

#### G. ADDITIONAL CONSIDERATIONS

1. Contracts will be awarded to Proposers able to best meet the need of Participating Entities. Proposers should submit their complete line of equipment, products, or services that are applicable to the scope of this RFP.
2. Proposers should include all relevant information in its proposal, since Sourcewell cannot consider information that is not included in the Proposal. Sourcewell reserves the right to verify Proposer's information and may request clarification from a Proposer, including samples of the proposed equipment or products.
3. Depending upon the responses received in a given category, Sourcewell may need to organize responses into subcategories in order to provide the broadest coverage of the requested equipment, products, or services to Participating Entities. Awards may be based on a subcategory.
4. A Proposer's documented negative past performance with Sourcewell or its Participating Entities occurring under a previously awarded Sourcewell contract may be considered in the evaluation of a proposal.

### III. PRICING

#### A. REQUIREMENTS

All proposed pricing must be:

1. Either Line-Item Pricing or Percentage Discount from Catalog Pricing, or a combination of these:

- a. **Line-item Pricing** is pricing based on each individual product or services. Each line must indicate the Vendor's published "List Price," as well as the "Contract Price."
  - b. **Percentage Discount from Catalog or Category** is based on a percentage discount from a catalog or list price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products or services. Individualized percentage discounts can be applied to any number of defined product groupings. Proposers will be responsible for providing and maintaining current published MSRP with Sourcwell, and this pricing must be included in its proposal and provided throughout the term of any Contract resulting from this RFP.
2. The Proposer's ceiling price (Ceiling price means that the proposed pricing will be considered as the highest price for which equipment, products, or services may be billed to a Participating Entity). However, it is permissible for vendors to sell at a price that is lower than the contracted price;
  3. Stated in U.S. and Canadian dollars (as applicable); and
  4. Clearly understood, complete, and fully describe the total cost of acquisition (e.g., the cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Entity's location).

Proposers should clearly identify any costs that are NOT included in the proposed product or service pricing. This may include items such as installation, set up, mandatory training, or initial inspection. Include identification of any parties that impose such costs and their relationship to the Proposer. Additionally, Proposers should clearly describe any unique distribution and/or delivery methods or options offered in the Proposal.

#### B. ADMINISTRATIVE FEES

Proposers are expected to pay to Sourcwell an administrative fee in exchange for Sourcwell facilitating the resulting contracts. The administrative fee is normally calculated as a percentage of the total sales to Participating Entities for all contracted equipment, products, or services made during a calendar quarter, and is typically one percent (1%) to two percent (2%). In some categories, a flat fee may be an acceptable alternative.

### IV. CONTRACT

Proposers awarded a contract will be required to execute a contract with Sourcwell (see attached template). Only those modifications the Proposer indicates in its proposal will be available for discussion. Much of the language in the Contract reflects Minnesota legal requirements and cannot be altered. Numerous and/or onerous exceptions that contradict Minnesota law may result in the Proposal being disqualified from further review and evaluation.

To request a modification to the Contract terms, conditions, or specifications, a Proposer must complete and submit the Exceptions to Terms, Conditions, or Specifications table, with all

requested modifications, through the Sourcewell Procurement Portal at the time of submitting the Proposer's Proposal. Exceptions must:

1. Clearly identify the affected article and section, and
2. Clearly note what language is requested to be modified.

Unclear requests will be automatically denied.

Only those exceptions that have been accepted by Sourcewell will be included in the contract document provided to the awarded vendor for signature.

If a Proposer receives a contract award resulting from this solicitation it will have up to 30 days to sign and return the contract. After that time, at Sourcewell's sole discretion, the contract award may be revoked.

## **V. RFP PROCESS**

### **A. PRE-PROPOSAL CONFERENCE**

Sourcewell will hold an optional, non-mandatory pre-proposal conference via webcast on the date and time noted on page one of this RFP and on the Sourcewell Procurement Portal. The purpose of this conference is to allow potential Proposers to ask questions regarding this RFP and Sourcewell's competitive contracting process. Information about the webcast will be sent to all entities that have registered for this solicitation opportunity through their Sourcewell Procurement Portal Vendor Account. Pre-proposal conference attendance is optional.

### **B. QUESTIONS REGARDING THIS RFP AND ORAL COMMUNICATION**

Questions regarding this RFP must be submitted through the Sourcewell Procurement Portal. The deadline for submission of questions is found in the Solicitation Schedule and on the Sourcewell Procurement Portal. Answers to questions will be issued through an addendum to this RFP. Repetitive questions will be summarized into a single answer and identifying information will be removed from the submitted questions.

All questions, whether specific to a Proposer or generally related to the RFP, must be submitted using this process. Do not contact individual Sourcewell staff to ask questions or request information as this may disqualify the Proposer from responding to this RFP. Sourcewell will not respond to questions submitted after the deadline.

### **C. ADDENDA**

Sourcewell may modify this RFP at any time prior to the proposal due date by issuing an addendum. Addenda issued by Sourcewell become a part of the RFP and will be delivered to potential Proposers through the Sourcewell Procurement Portal. Sourcewell accepts no liability in connection with the delivery of any addenda.

Before a proposal will be accepted through the Sourcewell Procurement Portal, all addenda, if any, must be acknowledged by the Proposer by checking the box for each addendum. It is the responsibility of the Proposer to check for any addenda that may have been issued up to the solicitation due date and time.

If an addendum is issued after a Proposer submitted its proposal, the Sourcewell Procurement Portal will WITHDRAW the submission and change the Proposer's proposal status to INCOMPLETE. The Proposer can view this status change in the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account. The Proposer is solely responsible to check the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account periodically after submitting its Proposal (and up to the Proposal due date). If the Proposer's Proposal status has changed to INCOMPLETE, the Proposer is solely responsible to:

- i) make any required adjustments to its proposal;
- ii) acknowledge the addenda; and
- iii) ensure the re-submitted proposal is received through the Sourcewell Procurement Portal no later than the Proposal Due Date and time shown in the Solicitation Schedule above.

#### D. PROPOSAL SUBMISSION

Proposer's complete proposal must be submitted through the Sourcewell Procurement Portal no later than the date and time specified in the Solicitation Schedule. Any other form of proposal submission, whether electronic, paper, or otherwise, will not be considered by Sourcewell. **Late proposals will not be considered.** It is the Proposer's sole responsibility to ensure that the proposal is received on time.

It is recommended that Proposers allow sufficient time to upload the proposal and to resolve any issues that may arise. The time and date that a Proposal is received by Sourcewell is solely determined by the Sourcewell Procurement Portal web clock.

In the event of problems with the Sourcewell Procurement Portal, follow the instructions for technical support posted in the portal. It may take up to twenty-four (24) hours to respond to certain issues.

Upon successful submission of a proposal, the Portal will automatically generate a confirmation email to the Proposer. If the Proposer does not receive a confirmation email, contact Sourcewell's support provider at [support@bidsandtenders.ca](mailto:support@bidsandtenders.ca).

To ensure receipt of the latest information and updates via email regarding this solicitation, or if the Proposer has obtained this solicitation document from a third party, the onus is on the Proposer to create a Sourcewell Procurement Portal Vendor Account and register for this solicitation opportunity.

Within the Procurement Portal, all proposals must be digitally acknowledged by an authorized representative of the Proposer attesting that the information contained in the proposal is

true and accurate. By submitting a proposal, Proposer warrants that the information provided is true, correct, and reliable for purposes of evaluation for potential contract award. The submission of inaccurate, misleading, or false information is grounds for disqualification from a contract award and may subject the Proposer to remedies available by law.

#### E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

- In substantial compliance with the requirements of this RFP or it will be considered nonresponsive and be rejected.
- Complete. A proposal will be rejected if it is conditional or incomplete.
- Submitted in English.
- Valid and irrevocable for 90 days following the Proposal Due Date.

Any and all costs incurred in responding to this RFP will be borne by the Proposer.

#### F. PROPOSAL WITHDRAWAL

Prior to the proposal deadline, a Proposer may withdraw its proposal.

#### G. OPENING

The Opening of Proposals will be conducted electronically through the Sourcewell Procurement Portal. A list of all Proposers will be made publicly available in the Sourcewell Procurement Portal after the Proposal Due Date, but no later than the Opening time listed in the Solicitation Schedule.

To view the list of Proposers, verify that the Sourcewell Procurement Portal opportunities list search is set to "All" or "Closed." The solicitation status will automatically change to "Closed" after the Proposal Due Date and Time.

### **VI. EVALUATION AND AWARD**

#### A. EVALUATION

It is the intent of Sourcewell to award one or more contracts to responsive and responsible Proposer(s) offering the best overall quality, selection of equipment, products, and services, and price that meet the commonly requested specifications of Sourcewell and its Participating Entities. The award(s) will be limited to the number of Proposers that Sourcewell determines is necessary to meet the needs of Participating Entities. Factors to be considered in determining the number of contracts to be awarded in any category may include the following:

- The number of and geographic location of:

- Proposers necessary to offer a comprehensive selection of equipment, products, or services for Participating Entities' use.
- A Proposer's sales and service network to assure availability of product supply and coverage to meet Participating Entities' anticipated needs.
- Total evaluation scores.
- The attributes of Proposers, and their equipment, products, or services, to assist Participating Entities achieve environmental and social requirements, preferences, and goals. Information submitted as part of a proposal should be as specific as possible when responding to the RFP. Do not assume Sourcewell's knowledge about a specific vendor or product.

#### B. AWARD(S)

Award(s) will be made to the Proposer(s) whose proposal conforms to all conditions and requirements of the RFP, and consistent with the award criteria defined in this RFP.

Sourcewell may request written clarification of a proposal at any time during the evaluation process.

Proposal evaluation will be based on the following scoring criteria and the Sourcewell Evaluator Scoring Guide (available in the Sourcewell Procurement Portal):

Conformance to RFP Requirements	50
Financial Viability and Marketplace Success	75
Ability to Sell and Deliver Service	100
Marketing Plan	50
Value Added Attributes	75
Warranty	50
Depth and Breadth of Offered Equipment, Products, or Services	200
Pricing	400
<b>TOTAL POINTS</b>	<b>1000</b>

#### C. PROTESTS OF AWARDS

Any protest made under this RFP by a Proposer must be in writing, addressed to Sourcewell's Executive Director, and delivered to the Sourcewell office located at 202 12th Street NE, P.O. Box 219, Staples, MN 56479. The protest must be received no later than 10 calendar days' following Sourcewell's notice of contract award(s) or non-award and must be time stamped by Sourcewell no later than 4:30 p.m., Central Time.

A protest must include the following items:

- The name, address, and telephone number of the protester;
- The original signature of the protester or its representative;

- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the issues to be resolved;
- Identification of the legal or factual basis;
- Any additional supporting documentation; and
- Protest bond in the amount of \$20,000, except where prohibited by law or treaty.

Protests that do not address these elements will not be reviewed.

#### D. RIGHTS RESERVED

This RFP does not commit Sourcewell to award any contract and a proposal may be rejected if it is nonresponsive, conditional, incomplete, conflicting, or misleading. Proposals that contain false statements or do not support an attribute or condition stated by the Proposer may be rejected.

Sourcewell reserves the right to:

- Modify or cancel this RFP at any time;
- Reject any and all proposals received;
- Reject proposals that do not comply with the provisions of this RFP;
- Select, for contracts or for discussion, a proposal other than that with the lowest cost;
- Independently verify any information provided in a Proposal;
- Disqualify any Proposer that does not meet the requirements of this RFP, is debarred or suspended by the United States or Canada, State of Minnesota, Participating Entity's state or province; has an officer, or other key personnel, who have been charged with a serious crime; or is bankrupt, insolvent, or where bankruptcy or insolvency are a reasonable prospect;
- Waive or modify any informalities, irregularities, or inconsistencies in the proposals received;
- Clarify any part of a proposal and discuss any aspect of the proposal with any Proposer; and negotiate with more than one Proposer;
- Award a contract if only one responsive proposal is received if it is in the best interest of Participating Entities; and
- Award a contract to one or more Proposers if it is in the best interest of Participating Entities.

#### E. DISPOSITION OF PROPOSALS

All materials submitted in response to this RFP will become property of Sourcewell and will become public record in accordance with Minnesota Statutes Section 13.591, after negotiations are complete. Sourcewell considers that negotiations are complete upon execution of a resulting contract. It is the Proposer's responsibility to clearly identify any data submitted that it

considers to be protected. Proposer must also include a justification for the classification citing the applicable Minnesota law.

Sourcewell will not consider the prices submitted by the Proposer to be confidential, proprietary, or trade secret materials. Financial information, including financial statements, provided by a Proposer is not considered trade secret under the statutory definition.

The Proposer understands that Sourcewell will reject proposals that are marked confidential or nonpublic, either substantially or in their entirety.



1/14/2021

Addendum No. 1

Solicitation Number: RFP 030321

Solicitation Name: Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

---

**Question 1:**

Is there a list of numbers of pieces of equipment that we are to bid on?

**Answer 1:**

Sourcewell utilizes a competitive, solutions-based solicitation approach that is not based on detailed specifications or finite quantities for our cooperative contract awards. A respondent is allowed to propose the entire line of products and services falling within the scope of the RFP. Section II. B. of the RFP addresses the requested equipment, products or services for this solicitation. Sourcewell participating entities include thousands of governmental, higher education, K-12 education, not-for-profit, tribal government, and other public agencies located in the United States and Canada.

---

End of Addendum

Acknowledgement of this Addendum to RFP 030321 posted to the Sourcewell Procurement Portal on 1/14/2021, is required at the time of proposal submittal.



1/19/2021

Addendum No. 2

Solicitation Number: RFP 030321

Solicitation Name: Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

---

**Question 1:**

Is the scope of this RFP, small format cut sheet in nature or does it include wide format technical devices and if so, can you provide any technical guidelines?

**Answer 1:**

Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell's requested equipment, products, and services as described in RFP Section II. B. (Requested Equipment, Products and Services). A proposal that is not in substantial compliance with the requirements of the RFP will be considered nonresponsive.

---

End of Addendum

Acknowledgement of this Addendum to RFP 030321 posted to the Sourcewell Procurement Portal on 1/19/2021, is required at the time of proposal submittal.



1/24/2021

Addendum No. 3

Solicitation Number: RFP 030321

Solicitation Name: Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

---

**Question 1:**

In reference to Specifications, Table 11: Pricing and Delivery, Item 53: If a respondent is providing guaranteed discounts by category, is a Price list by line item still required?

**Answer 1:**

It is left to the discretion of each proposer to determine and propose the pricing approach that aligns with their business methods and satisfies all the requirements of RFP Section III - Pricing. Proposals are evaluated based on the criteria stated in the RFP.

**Question 2:**

In reference to Specifications, Table 6: Ability to Sell and Deliver Service: Can Sourcewell define "U.S. Territories"?

**Answer 2:**

It is left to the discretion of each proposer to identify their ability to serve current and potential Sourcewell participating entities located in U.S. Commonwealths, Territories, and Possessions.

**Question 3:**

In reference to Specifications, Table 5: Top Five Government or Education Customers, can a manufacturer respondent provide the Top Five Government or Education customers willing to provide a reference?

**Answer 3:**

It is left to the discretion of each proposer to determine the content and format of the data and documentation that best represents their proposal. Sourcewell will consider the relevant information submitted in each proposal and apply the evaluation criteria as set forth in the RFP.

**Question 4:**

In reference to Specifications, Table 3: Industry Recognition & Marketplace Success, Items 19 and 20: If a Manufacturer is not allowed to disclose the annual sales revenue for contracts without the express permission of the Lead State, GSA or Procurement official managing the contract for that State or Federal agency, can a manufacturer meet this requirement by providing Sourcewell the Procurement official's contact name and phone or email that is publicly available so Sourcewell can obtain this information?

**Answer 4:**

It is left to the discretion of each proposer to determine the content and format of the data and documentation that best represents their proposal. Sourcewell will consider the relevant information submitted in each proposal and apply the evaluation criteria as set forth in the RFP.

**Question 5:**

In reference to Specifications, Table 3: Industry Recognition & Marketplace Success, Items 17 and 18: If a respondent can provide the total sales for the U.S. for the past three years as a manufacturer since that information is available publicly, but is not able to provide the exact percentage of Government or Education sales, will the respondent be disqualified?

**Answer 5:**

It is left to the discretion of each proposer to determine the content and format of the data and documentation that best represents their proposal. Sourcewell will consider the relevant information submitted in each proposal and apply the evaluation criteria as set forth in the RFP.

**Question 6:**

Should each vendor propose their own leasing terms and conditions or will Sourcewell provide leasing terms and conditions?

**Answer 6:**

It is left to the discretion of each proposer to determine and propose the pricing approach that aligns with their business methods and satisfies all the requirements of RFP Article III - Pricing. Additionally, refer to Sourcewell contract template Section 6. B. –

Additional Terms and Conditions/Participating Addendum. "Additional terms and conditions to a purchase order may be negotiated between a Participating Entity and Vendor, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. ... Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract."

**Question 7:**

Can the total revenue achieved by Sourcewell for the last year be provided for the existing printer and copier contracts?

**Answer 7:**

Each RFP is an opportunity independent of any other prior, current or future Sourcewell solicitation. However, the composite sales volume on all awarded contracts resulting from the past Sourcewell solicitation for "Multi-Function Copiers, Printers, and Equipment Applicable to Scanned Data and Management, Image Duplicating, and Related Solutions, Accessories, Supplies, and Services" (RFP 083116), in the most recent twelve month period for which data is presumed to be complete, is approximately USD \$65 Million. Refer also to RFP Section II. E. Estimated Contract Value and Usage - "Sourcewell anticipates considerable activity under the contract(s) awarded from this RFP; however, sales and sales volume from any resulting contract are not guaranteed."

**Question 8:**

Please confirm that the clause, "Proposers may include related equipment, accessories, and services to the extent that these solutions are complementary to the equipment, products, or service(s) being proposed" includes those related items covered in the categories referenced in RFP Section III. B. 3.

**Answer 8:**

RFP Section III. B. 3. identifies equipment, products, or services covered under categories included in contracts currently maintained by Sourcewell that have been excluded from consideration under this RFP. Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell's requested equipment, products, and services as described in RFP Section II. B (Requested Equipment, Products and Services). However, only those products within the scope of this RFP will be included in any contract awarded by Sourcewell.

---

End of Addendum

Acknowledgement of this Addendum to RFP 030321 posted to the Sourcewell Procurement Portal on 1/24/2021, is required at the time of proposal submittal.



2/10/2021

Addendum No. 4

Solicitation Number: RFP 030321

Solicitation Name: Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

---

**Question 1:**

The RFP says the term of the contract is 4 years, with up to **two** one-year extensions, but Article 1. B. of the template contract states "it may be extended up to **one** additional one-year period upon request of Sourcewell and with written agreement by Vendor." Please clarify.

**Answer 1:**

The RFP allows Sourcewell to consider a second, one-year term extension of an awarded contract in an extraordinary circumstance. However, the contract template accurately reflects the language that will be included in the original contract extended to an awarded proposer, which is that it "may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor."

**Question 2:**

In reference to template contract Section 6. A.- Orders and Payment, it states "Vendor's acceptable forms of payment are included in Attachment A". Where is Attachment A located?

**Answer 2:**

Prior to execution of an awarded contract, the vendor's proposal will be attached to the contract as indicated in Section 2. A. of the contract template, and the proposal is the referenced "Attachment A" in Article 6 of the contract template.

---

End of Addendum

Acknowledgement of this Addendum to RFP 030321 posted to the Sourcewell Procurement Portal on 2/10/2021, is required at the time of proposal submittal.



2/12/2021

Addendum No. 5

Solicitation Number: RFP 030321

Solicitation Name: Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

---

**Question 1:**

Can Sourcewell confirm if Non-Profit Houses of Worship are eligible Participating Entities that can utilize this contract?

**Answer 1:**

Participation in Sourcewell is available to all government entities; public and private K-12 schools, colleges and universities; and nonprofit organizations.

**Question 2:**

Regarding Line Item no. 8, "What are your company's expectations in the event of an award?", can Sourcewell clarify if these expectations are revenue expectations, Sourcewell support expectations, or another type of expectation?

**Answer 2:**

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. It is left to the discretion of the proposer to provide the information they deem necessary to best reflect their proposal.

---

End of Addendum

Acknowledgement of this Addendum to RFP 030321 posted to the Sourcewell Procurement Portal on 2/12/2021, is required at the time of proposal submittal.



2/17/2021

Addendum No. 6

Solicitation Number: RFP 030321

Solicitation Name: Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

---

**Question 1:**

Could you share the spend on the current Office Equipment (Copiers, Printers, Software & Specialty Products) contract between the US and Canada?

**Answer 1:**

Sourcewell does not maintain contracts from a solicitation titled, "Office Equipment (Copiers, Printers, Software & Specialty Products)", at the present time. The approximate reported cumulative spend through all awarded contracts resulting from the past Sourcewell solicitation for "Multi-Function Copiers, Printers, and Equipment Applicable to Scanned Data and Management, Image Duplicating, and Related Solutions, Accessories, Supplies, and Services" (RFP 083116), as allocated between the US and Canada, is:

US:	\$265,242,100
Canada:	\$ 2,900

---

End of Addendum

Acknowledgement of this Addendum to RFP 030321 posted to the Sourcewell Procurement Portal on 2/17/2021, is required at the time of proposal submittal.



2/18/2021

Addendum No. 7

Solicitation Number: RFP 030321

Solicitation Name: Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

---

**Question 1:**

Will Sourcewell consider a one-week extension to the current deadline due to the recent weather situation.

**Answer 1:**

An extension to the due date is not anticipated at this time.

---

End of Addendum

Acknowledgement of this Addendum to RFP 030321 posted to the Sourcewell Procurement Portal on 2/18/2021, is required at the time of proposal submittal.



2/22/2021

Addendum No. 8

Solicitation Number: RFP 030321

Solicitation Name: Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

---

**Question 1:**

Can Sourcewell provide any requirements expected or required for contract support website that awarded vendors are to provide?

**Answer 1:**

Each proposer, in its discretion, will determine the content of its marketing plan. The solicitation is a competitive process and proposals will be evaluated on the content submitted.

**Question 2:**

Can you provide further clarification to question 14 - is Sourcewell looking for valid business licenses to operate in all States in the US and Provinces in Canada, or just more technical certifications/licenses as it relates to the services our organization provides?

**Answer 2:**

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. So, each proposer, in its discretion, will determine and provide the narrative content and supporting material that aligns with their business methods and best represents their capabilities.

---

End of Addendum

Acknowledgement of this Addendum to RFP 030321 posted to the Sourcewell Procurement Portal on 2/22/2021, is required at the time of proposal submittal.



2/23/2021

Addendum No. 9

Solicitation Number: RFP 030321

Solicitation Name: Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

---

**Question 1:**

Regarding Section 21, how would the vendor know if the Participating Entities use federal grants or FEMA funds?

**Answer 1:**

Refer to Sourcewell contract template Sections 6. A. and 6. B. Typically, a participating entity will issue an order directly to Vendor.

A proposer may request a modification to the Sourcewell contract template as part of a proposal. To request a modification to the template contract terms, conditions, or specifications, a proposer may complete and submit the Exceptions to Terms, Conditions, or Specifications Table, which is found as the final Table of Step 1 in the proposal submission process.

---

End of Addendum

Acknowledgement of this Addendum to RFP 030321 posted to the Sourcewell Procurement Portal on 2/23/2021, is required at the time of proposal submittal.



## Proposal Opening Record

Date of opening: March 3, 2021

Sourcewell posted Request for Proposal #030321, for the procurement of Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services, on the Sourcewell Procurement Portal [[proportal.sourcewell-mn.gov](http://proportal.sourcewell-mn.gov)] on Tuesday, January 12, 2021, and the solicitation remained in an open status within the portal until March 3, 2021, at 4:30 pm CT. The RFP required that all proposals be submitted through the Sourcewell Procurement Portal no later than 4:30 pm CT on March 3, 2021, the date and time specified in the Solicitation Schedule.

The undersigned certify that all responses received on Request for Proposal #030321 were submitted through the Sourcewell Procurement Portal, and that each Proposer's response material was digitally sealed upon submission and remained inaccessible until the due date and time specified in the Solicitation Schedule.

Responses were received from the following:

- ARC Document Solutions, LLC - Submitted 3/02/21 at 6:58:38 PM
- DEX Imaging - Submitted 3/03/21 at 3:16:13 PM
- Digitex Canada, Inc. - Submitted 3/03/21 at 1:09:50 PM
- Epson America, Inc. - Submitted 3/02/21 at 6:00:37 PM
- HP, Inc. - Submitted 3/02/21 at 8:32:56 AM
- Konica Minolta Business Solutions U.S.A., Inc. - Submitted 3/03/21 at 9:42:28 AM
- Kyocera Document Solutions America, Inc. - Submitted 3/02/21 at 9:22:00 AM
- Lexmark International, Inc. - Submitted 3/03/21 at 1:37:20 PM
- Performix - Submitted 3/02/21 at 10:53:26 PM
- PrinterWorks West, Inc. - Submitted 3/02/21 at 10:22:38 AM
- Ricoh USA, Inc. - Submitted 3/03/21 at 2:35:03 PM
- RISO, Inc. - Submitted 3/02/21 at 1:03:34 PM
- Sharp Electronics Corporation - Submitted 3/03/21 at 11:14:13 AM
- Toshiba America Business Solutions, Inc. - Submitted 3/03/21 at 11:40:12 AM
- Xerox Corporation - Submitted 3/02/21 at 3:15:58 PM

The Proposals were opened electronically, and a list of all Proposers was made publicly available in the Sourcewell Procurement Portal, on March 3, 2021, at 4:31:31 PM CT. All responsive proposals were then submitted for review by the Sourcewell Evaluation Committee.

DocuSigned by:  
  
7DDDCEFD8B3D45D...

Greg Grunig, Procurement Lead Analyst

DocuSigned by:  
  
6EE63AEDED5F46E...

Carol Jackson, Procurement Analyst

Pending bidding Approval

Publish

Publish /Verify Contents

Save as Template

## Solicitation Setting

- Invite Bidders No
- Evaluate Response online No
- Internal Approval No
- Enable Collaboration with other Users No

## Solicitation Details

## Mandatory Information

Solicitation Type	RFP	Solicitation Number	030321
Solicitation Name	Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services	Procurement Type	Goods , Services
Country & Province/State	Canada / Ontario	Published By	Sourcewell
Accept Questions	Not Applicable		

## Internal Information (For Internal Use Only)

Procurement Title/Project Name 030321 Copiers

## Advertisement

## Basic Settings

Solicitation Type	Open to all suppliers	Estimated Contract Amount	\$100,000,000.00
Publish Date	01/12/2021	Closing Date & Time	03/03/2021 16:30:00 CT
Publish Option		Value Range for this Solicitation	10,000,001 over

## Selected Categories

## Office Supplies

Office Equipment/ Services (excluding computers!) Photocopiers, Scanners, Printers, Fax Machines, Parts/Services (Not Computers!), Interactive White Boards, Barcode Scanners, Microfilm Scanners etc.



## Solicitation Overview



## Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

030321

Closing Date: 03/03/2021 04:30:00 PM CT

## Detail:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 3, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

## Additional Recipients

Once the posting is approved, an e-mail will be sent to the following recipient(s).

## Email Address

carol.jackson@sourcewell-mn.gov

**Carol Jackson**

---

**From:** legals@deseretnews.com  
**Sent:** Wednesday, January 13, 2021 10:21 AM  
**To:** Carol Jackson  
**Subject:** Thank you for placing your order with us.  
**Attachments:** DN00101840.pdf

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**THANK YOU for your ad submission!**

This is your confirmation that your order has been submitted. Below are the details of your transaction. Please save this confirmation for your records.

**Job Details**

Order Number:

**DN0010184**

Classification:

[Other Notices](#)

Package:

[Legals](#)

Order Cost:

**\$40.56**

**Account Details**

Sourcewell Company

PO Box 219

Staples, MN 56479-0219

218-894-5483

carol.jackson@sourcewell-mn.gov

Sourcewell

**Schedule for ad number DN00101840**

**Fri Jan 15, 2021**

**Deseret News Legals**

*All Zones*

**REQUEST FOR PROPOSALS**

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 3, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

**DN0010184**

AFFIDAVIT OF PUBLICATION

# DJC



11 NE Martin Luther King Jr. Blvd. Suite 201 / Portland, OR 97232-3579  
(503) 226-1311

STATE OF OREGON, COUNTY OF MULTNOMAH--ss.

I, **Nick Bjork**, being first duly sworn, depose and say that I am a **Publisher** of the **Daily Journal of Commerce**, a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

**Case Number: NOT PROVIDED**

**Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services Sourcewell; Bid Location Staples, MN, Todd County; Due 03/03/2021 at 04:30 PM**

a printed copy of which is hereto annexed, was published in the entire issue of said newspaper for 1 time(s) in the following issues:

1/13/2021

State of Oregon  
County of Multnomah

SIGNED OR ATTESTED BEFORE ME  
ON THE **13th** DAY OF **January**, 2021

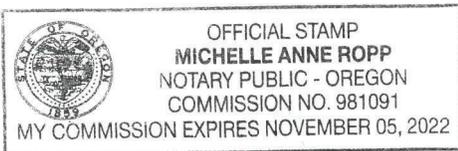
**Nick Bjork**

Notary Public-State of Oregon

**SOURCEWELL  
COPIERS, PRINTERS, AND  
MULTI-FUNCTION DEVICES WITH  
RELATED SUPPLIES, ACCESSORIES,  
AND SERVICES**

**Proposals Due 4:30 pm, March 3, 2021  
REQUEST FOR PROPOSALS**

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 3, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.  
Published Jan. 13, 2021. 11951222



**Carol Jackson**  
**Sourcewell**  
202 12th St NE  
Staples, MN 56479-2438

Order No.: 11951222  
Client Reference No:

## Notice

## Basic Information

**Estimated Contract Value (CAD)** \$100,000,000.00 (Not shown to suppliers)  
**Reference Number** 0000190313  
**Issuing Organization** Sourcewell  
**Owner Organization**  
**Solicitation Type** RFP - Request for Proposal (Formal)  
**Solicitation Number** 030321  
**Title** Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories  
**Source ID** PP.CO.USA.868485.C88455

## Details

**Location** All of Canada, All of Canada  
**Purchase Type** Term: 2021/05/03 01:00:00 AM EDT - 2025/05/02 01:00:00 AM EDT  
**Description** Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 3, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

## Dates

**Publication** 2021/01/12 08:05:03 AM EST  
**Question Acceptance Deadline** 2021/02/24 05:30:00 PM EST  
**Questions are submitted online** No  
**Bid Intent** Not Available  
**Closing Date** 2021/03/03 05:30:00 PM EST

**Prebid Conference** 2021/02/10 11:00:00 AM EST

## Contact Information

Procurement Department  
 218-894-1930  
[rfp@sourcewell-mn.gov](mailto:rfp@sourcewell-mn.gov)

## Pre-Bidding Events

**Event Type** Prebid Conference  
**Attendance** Recommended  
**Event date** 2021/02/10 11:00:00 AM EST  
**Location** Online Conference  
**Event Note** Login information will be emailed two business days prior to event.

## Bid Submission Process

**Bid Submission Type** Electronic Bid Submission  
**Pricing** In attached document  
**Pricing** In attached document  
**Bid Documents List**

Item Name	Description	Mandatory
Bid Documents	Documents defining the proposal	Yes

## Categories

### Selected Categories

GSIN Category (1)	
G	<b>Goods</b> Goods
N36	<b>Special Industry Machinery</b> Special Industry Machinery
N3610BED	<b>PHOTOCOPYING MACHINES, LASER-INTELLIGENT COPIER</b> PHOTOCOPYING MACHINES, LASER-INTELLIGENT COPIER
MERX Category (1)	
G	<b>Goods</b> Goods
G23	<b>Office Equipment</b> Office Equipment
UNSPSC Category (1)	
44000000	<b>Office Equipment and Accessories and Supplies</b>
44100000	<b>Office machines and their supplies and accessories</b>
44101700	<b>Printer and photocopier and facsimile accessories</b>



# The New York State Contract Reporter

*NYS' official source of contracting opportunities  
Bringing business and government together*

ATTACHMENT A  
This document printed  
Monday, 01/11/2021

## Contracting Opportunity

\*\*\* This ad has not been published. It has been reviewed and pending publication. \*\*\*

**Title:** Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

**Agency:** Sourcewell

**Division:** Procurement Department

**Contract Number:** 030321

**Contract Term:** 4 years, with potential 1 year extension

**Date of Issue:** 01/12/2021

**Due Date/Time:** 03/03/2021 4:30 PM  
Central Time

**County(ies):** All NYS counties

**Classification:** Office & Residential Furniture, Supplies & Equipment - *Commodities*

**Opportunity Type:** General

**Entered By:** Chris Robinson

**Description:** Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 3, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

**Service-Disabled Veteran-Owned Set Aside:** No

## Contact Information

**Primary contact:** Sourcewell  
Procurement Department  
Greg Grunig  
Procurement Lead Analyst  
202 12th Street NE  
P.O. Box 219  
Staples, MN 56479  
United States  
Ph: 218-895-4189  
greg.grunig@sourcewell-mn.gov

**Submit to contact:** Sourcewell  
Procurement Department  
Greg Grunig  
Procurement Lead Analyst  
202 12th Street NE  
P.O. Box 219  
Staples, MN 56479  
United States  
Ph: 218-895-4189  
greg.grunig@sourcewell-mn.gov

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**Bid RFP #030321 - Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services**

[Switch to Vendor View]

Bid Type **RFP**

Bid Number **030321**

Title **Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services**

Start Date **Jan 12, 2021 6:43:59 AM CST**

End Date **Mar 3, 2021 4:30:00 PM CST**

Agency **Sourcewell**

Bid Contact **Chris Robinson**  
 (218) 895-4168  
 rfp@sourcewell-mn.gov  
 202 12th Street NE  
 P.O. Box 219  
 Staples, MN 56479-0219

**Access Reports**

View reports on who has been notified of the bid or accessed it.  
 [Notification report] [Access report]

**Questions**

0 Questions  
 0 Unanswered  
 [View/Ask Questions]

**Edit Bid**

[Create Addendum]

**Description**

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://portal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 3, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

**Pre-Bid Conference**

Date **Feb 10, 2021 10:00:00 AM CST**

Location **Online Conference**

Notes **Login information will be emailed two business days prior to event.**

**Documents**

No Documents for this bid



**Alberta Purchasing Connection**



**Opportunity Notice**

**Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services**

**Opportunity Information**

**Organization:** Saskatchewan  
**Organization Address:**  
**Reference Number:** RFP030321  
**Solicitation Number:** RFP030321  
**Solicitation Type:** Request for Proposal  
**Posting (MM/dd/yyyy):** 01/13/2021  
**Closing (MM/dd/yyyy):** 03/03/2021  
**Last Update (MM/dd/yyyy):** 01/12/2021  
**Agreement Type:** NWPTA and CFTA and CETA  
**Region of Opportunity:**  
**Region of Delivery:** Saskatchewan  
**Opportunity Type:**  
**Commodity Codes:**

**Category: Services**

This opportunity is now closed.

[View Bid Package](#)

**APC "Opportunity Notices"** This notice is provided for information purposes only. Refer to the "Opportunity Documents" in the bid package for authoritative information.

All queries pertaining to the language, content or any missing or inaccurate information within this abstract must be sent to its originator of the abstract, as specified in the opportunity notice.

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PENDING

### Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov/>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 3, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.



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### Bid Details

**Bid Classification:**

RFP - General

RFP 030321

**Bid Name:**

Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services

**Bid Status:**

**Closed**

Wed Mar 3, 2021 4:30:00 PM (CST)

Wed Feb 24, 2021 4:30:00 PM (CST)

**Question Deadline:**

Four years, with possible extension as stated in the bid documents

**Time-frame for delivery or the duration of the contract:**

Refer to project document

**Negotiation Type:**

Refer to project document

**Condition for Participation:**

Not Applicable

**Electronic Auctions:**

English unless specified in the bid document

**Language for Bid Submissions:**

Online Submissions Only

**Submission Type:**

Online Submissions Only

**Submission Address:**

No

**Public Opening:**

No

**Description:**

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**Bid Document Access:**

Bid Opportunity notices and awards and a free preview of the bid documents is available on this site free of charge without registration. Please note, some documents may be secured and you will be required to register for the bid to download and view the documents. There is no cost to obtain an unsecured version of the document and /or to participate in this solicitation.

**Categories:**

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## ALABAMA, OHIO STATE SETTLE COLLEGE FOOTBALL CHAMPIONSHIP

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AND SEE TOMORROW'S SPORTS SECTION

# COVID lingers over '21 football season



**Dan Wolken**  
Columnist  
USA TODAY

At some point late Monday night just outside of Miami, confetti guns were set to go off and a trophy was to be handed to either Alabama or Ohio State and the entire college football industry will collectively exhale.

For 10 straight months, administrators at every school and conference in the Football Bowl Subdivision have worked through innumerable problems and uncertainties to get to the conclusion of a 2020 season that, at various points, nobody was sure would happen. But as soon as this season ends, college football officials will have to turn their sights to a new piece of the COVID-19 puzzle: What is the 2021 season going to look like?

"We know we're still in the middle of trying to work through a pandemic," Oklahoma athletic director Joe Castiglione said. "The football season may be over, but the pandemic isn't."

Beyond the existential challenges college sports will have to navigate in 2021 brought on by the name, image and likeness legislation moving through the NCAA and Congress and liberalized transfer rules for athletes, the next several months for college football will be consumed by more elemental issues including how long it will be necessary to continue strict COVID-19 protocols, the feasibility of spring practice, vaccinating players and whether the fall of 2021 will truly be a return to normal.

"I'm an eternal optimist so we're about to roll out our new season ticket structure and we're preparing to have as normal of a fall as we can," said Boston College athletics director Pat Kraft. "That's the only thing you can do. You hope the vaccine (is widely available) and everything is better. But we know this isn't over."

That means as football players whose seasons ended trickle back to campuses in the coming weeks for offseason conditioning, they will return to a similar environment they've been operating in for the last several months: Lots of testing, mask wearing and social distancing, plus quarantining for players who get contact traced to a positive test. The question nobody can really answer is whether that will last well into the spring, continue through the summer or perhaps carry into the fall season.

"We have at least as difficult a six months ahead as what we just experienced," Tulane athletic director Troy Dannen said. "When we talked about playing our bowl game, part of the thought of having two more weeks of practice is that all bets are off right now as far as what spring football looks like. It will be three tests a week and shutting down groups, shutting down teams (for contact tracing). It's going to look like the fall without games."

And as pretty much every college coach has said either publicly or probably privately, nobody wants to go through that again.

### College football could be in limbo

It leaves college football in an odd



Alabama's Nick Saban was one of several coaches who tested positive for the coronavirus this season. BRUCE NEWMAN/USA TODAY SPORTS

state of limbo, where July and August of 2021 seem far enough away that you can envision a large degree of normalcy. At the same time, the January reality is that the spread of the virus is at its worst point of the entire pandemic, administrators are bracing for the heavy lift of getting college basketball to the finish line and the vaccine rollout has been so slow in the initial stages that it would be foolish to project where college students would fall in the pecking order.

"We don't have any specific knowledge at the moment when we would have a vaccine available," Castiglione said. "I remember going back to the summer, people were saying with some certainty that the testing would be widely available and it wasn't. So we're being very diligent and patient and cautious to take any further step until we know for sure."

Even then, the entire vaccine issue is a delicate one for schools, some of which are already in the process of surveying athletes about whether they'd be willing to take it and developing plans on how to present the option.

According to several public opinion surveys, Black Americans and younger people are more skeptical than other groups of the COVID-19 vaccine with a recent Pew survey showing just 42% of Black adults and 55% of 18- to 29-year-olds saying they would definitely or probably take the vaccine if it were available today.

Anecdotally, college coaches and administrators have experience with encouraging athletes to take flu shots every year, often with frustrating results.

"I would say it's 50-50 on the flu shot," Liberty coach Hugh Freeze said. "Some of these kids don't want needles period, and everybody's not going to take it I don't think. What do you do with that as opposed to the ones who took the vaccines? Do we keep paying for tests? There's still a lot of questions."

The general expectation is that college students would not be at the front of the line for the vaccine, though Wash-

ington State athletic director Pat Chun is hoping for more clarity this month once President-elect Joe Biden is inaugurated and the new Department of Education leadership weighs in.

But even assuming college football players could start getting those shots in the summer, there will have to be a set of protocols developed for players who choose not to take them. How often will they have to be tested? Would they be subject to contact tracing and quarantines if they were exposed to COVID-19?

In effect, it's impossible to separate the national vaccine administration program — and how many players eventually take it — from the day-to-day operation of football in 2021.

"We'll go through a process when the time is appropriate to educate them on the benefits or the risks in taking the vaccine, but if there's anything we've learned from 2020 is we have to respect people's opinion," Chun said. "My assumption is if they choose not to, they'll have to stay in some type of testing protocol."

### Fear of lost revenue still looms

College football will also have to be prepared for the possibility that certain local restrictions will remain in place for several more months, potentially stretching into the fall. New Mexico State, an FBS independent, decided it could not play this fall but has three basketball games scheduled against Football Championship Subdivision teams for late February and early March. But they are still limited to five people at a time for non-contact practice, which is why the school sent its men's and women's basketball teams to camp in Phoenix for the season.

Losing out on scheduled non-conference games with Florida and UCLA in 2020 cost the New Mexico State athletic department \$2.75 million, which accounts for 85% of the budget deficit the athletic department will face as a result of the pandemic, according to athletic

director Mario Moccia. As a result, it's "absolutely critical" to be in a position next fall to play scheduled money games at Alabama and Kentucky.

"We have to play those games," Moccia said. "We can't go two years in a row without those guarantee games. We schedule those as a matter of our fiscal survival."

On a different scale, programs at the Power Five and Group of Five levels are cautiously optimistic about having more fans in the stadium but recognize that there are several variables that could determine how many. After a year of limited attendance, or in many places no fans, administrators will be desperate to return to pre-pandemic ticket revenue levels.

Because there's an expectation that COVID-19 will still be around next fall, administrators are hoping that the FBS conferences — and particularly the Power Five — do a better job this offseason of getting on the same page to deal with protocols. That could be especially relevant as schools prepare to play non-conference games in 2021 between leagues that had different approaches this past season to testing and contact tracing.

### 2021 'isn't going back to normal'

For everyone who played, coached or worked in college football this fall, the notion that Monday night was the finish line for the season but not for COVID-19 is going to be difficult to reckon with.

Part of the reason everyone was willing to sacrifice their social life and constantly get swabs stuck up their noses was the goal of playing football games. The next games are a long way off, but the inconveniences of COVID-19 life aren't going anywhere.

"The players — while they understood and were really good about taking the steps so they could do what they asked to do, which was have a safe path to playing — it's fair to say they had some fatigue with everything," Castiglione said. "My guess is there will continue to be some protocols in place. I think people will still be required to wear masks for the foreseeable future, and if somebody is just tired of it, well, sorry. It's something you're going to have to continue to do and to embrace as we find a way to expand the opportunity to have a season safely."

At some point, college football will be in a position where nobody has to worry about whether a game will contribute to spreading a dangerous virus. But nobody's going to take for granted that the path to get there is suddenly easy just because the 2020 season was completed.

In the days ahead, the focus will turn to what needs to happen to make things work in 2021.

And even though it seems far away, there isn't a lot of time to waste.

"When players come back, all the protocols go back — testing, everything," Kraft said. "Getting to the end of the year isn't going back to normal but hopefully through the summer and into September we're in a place where we were where we open the building and play."

"We're in a part of the country where everyone is taking it seriously, but I think we'll get there by kickoff of next year. I hope so. We need it."

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# ATTACHMENT A

## NOTICES

### PUBLIC NOTICE

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Columbia, South Carolina publisher of



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ATTACHMENT A

### AFFIDAVIT OF PUBLICATION

Account #	Ad Number	Identification
327043	0004847929	REQUEST FOR PROPOSALS Sourcewell, a State of Minnesota local go

Attention: Carol Jackson

SOURCEWELL  
PO BOX 219  
STAPLES, MN 56479

#### REQUEST FOR PROPOSALS

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal (<https://proportal.sourcewell-mn.gov>). Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 3, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered. 4847929

State of South Carolina

County of Richland

I, Michelle Long, makes oath that the advertisement, was published in The State, a newspaper published in the City of Columbia, State and County aforesaid, in the issue(s) of

1 Insertion(s)

Published On:

January 12, 2021

Michelle Long  
Inside Classified Accounts  
Representative

Subscribed and sworn to before me on this 20th day of January in the year of 2021

Amy L. Robbins  
Notary Public for South Carolina  
My Commission Expires:  
November 27, 2022

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**Proposal Evaluation  
Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services RFP #030321**

	Possible Points	ARC Document Solutions	DEX Imaging	Digitex Canada, Inc.	Epson America, Inc.	HP, Inc.	Konica Minolta Business Solutions U.S.A. Inc.	Kyocera Document Solutions America, Inc.	Lexmark International, Inc.
Conformance to RFP Requirements	50	39	38	40	42	40	41	41	37
Pricing	400	320	259	333	335	345	324	327	318
Financial Viability and Marketplace Successes	75	61	54	62	68	68	67	60	58
Ability to Sell and Deliver Service	100	79	74	83	86	88	87	83	70
Marketing Plan	50	44	36	29	39	45	43	41	39
Value Added Attributes	75	62	60	58	67	69	66	65	63
Warranty	50	42	43	41	44	45	44	39	42
Depth and Breadth of Offered Equipment, Products, or Services	200	170	145	161	168	181	178	167	173
Total Points	1,000	817	709	807	849	881	850	823	800
<b>Rank Order</b>		<b>10</b>	<b>14</b>	<b>11</b>	<b>7</b>	<b>3.5</b>	<b>6</b>	<b>9</b>	<b>12</b>

	Possible Points	Performix	PrinterWorks West, Inc.	Ricoh, USA, Inc.	RISO, Inc.	Sharp Electronics Corporation	Toshiba America Business Solutions, Inc.	Xerox Corporation
Conformance to RFP Requirements	50	32	35	43	43	45	44	41
Pricing	400	236	350	348	340	366	343	347
Financial Viability and Marketplace Successes	75	46	54	71	65	68	69	68
Ability to Sell and Deliver Service	100	53	56	92	86	92	87	87
Marketing Plan	50	28	36	41	44	46	44	46
Value Added Attributes	75	55	57	69	66	71	67	69
Warranty	50	39	40	40	42	46	42	44
Depth and Breadth of Offered Equipment, Products, or Services	200	96	158	178	153	180	181	179
Total Points	1,000	585	786	882	839	914	877	881
<b>Rank Order</b>		<b>18</b>	<b>13</b>	<b>2</b>	<b>8</b>	<b>1</b>	<b>5</b>	<b>3.5</b>

DocuSigned by:  
**Greg Grunig**  
70D0CEFB8B46D...

Greg Grunig, Procurement Lead Analyst

DocuSigned by:  
**Michael Muñoz**  
0B0204E40D3E445...

Michael Muñoz, CPPB, Procurement Analyst

DocuSigned by:  
**Carol Jackson**  
BE83A6ED5F48E...

Carol Jackson, Procurement Analyst

DocuSigned by:  
**Kip Hines**  
373FC6037E4CA...

Kip Hines, Procurement Analyst

**SOURCEWELL  
STATE OF MINNESOTA**



Member Kircher moved the adoption of the following Resolution:

**RESOLUTION TO APPROVE SOLICITATION AND/OR RE-SOLICITATION OF CATEGORIES**

**Resolution No. 2020-29**

**WHEREAS**, Sourcewell desires to issue a solicitation, and is seeking permission from the Board to issue a solicitation, for the categories listed on Appendix A, which is attached and incorporated.

**WHEREAS**, through the Sourcewell Procurement Policy, the Board designated the Chief Procurement Officer to administer Sourcewell's cooperative purchasing and contracting program; and

**WHEREAS**, the Chief Procurement Officer recommends approval of categories detailed above.

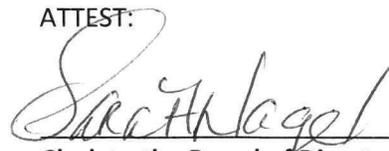
**NOW THEREFORE BE IT RESOLVED** that the Board of Directors hereby approves the solicitation of categories.

The motion for the adoption of the foregoing resolution was duly seconded by Member Thiel and the following voted in favor: Mike Wilson, Greg Zylka, Scott Veronen, Sara Nagel, Sharon Thiel, Ryan Thomas, Linda Arts, and Chris Kircher.

and the following voted against: NONE

whereupon said resolution was declared duly passed and adopted.

ATTEST:

  
\_\_\_\_\_  
Clerk to the Board of Directors

## APPENDIX A

**SOURCEWELL PROCUREMENT DEPARTMENT**  
**BOARD ITEMS -November 2020**
**CONSENT AGENDA ITEMS**
**Requesting Board permission to Solicit the following categories:**


**Requesting Board permission to Re-Solicit the following categories:**

Aftermarket Parts & Accessories for Light, Medium, and Heavy Vehicles with Related Supplies & Services
Facility Security Systems, Equipment, and Services with Related Components, Software and Supplies
<b>Multi-Function Copiers, Printers, and Equipment Applicable to Scanned Data Management and Image Duplication</b>

**NEW CONTRACTS**

Doosan Industrial Vehicle	091520-DIV	"Forklifts and Lift Trucks with Related Services"
Hyundai Construction Equipment	091520-HCE	"Forklifts and Lift Trucks with Related Services"
Mitsubishi Caterpillar Forklift America	091520-MCF	"Forklifts and Lift Trucks with Related Services"
Phoenix Business, Inc.	090320-PNX	"Public Sector and Education Administration Software Solutions with Related Services"
Dude Solutions	090320-SDI	"Public Sector and Education Administration Software Solutions with Related Services"
eSolutionsGroup, Limited	090320-ESL	"Public Sector and Education Administration Software Solutions with Related Services"
Hyland Software	090320-HYL	"Public Sector and Education Administration Software Solutions with Related Services"
Konica Minolta	090320-KON	"Public Sector and Education Administration Software Solutions with Related Services"
PowerSchool Group	090320-POW	"Public Sector and Education Administration Software Solutions with Related Services"
Tyler Technologies	090320-TTI	"Public Sector and Education Administration Software Solutions with Related Services"

**5th YEAR RENEWALS (CONTRACT EXTENSIONS)**

Lightspeed Technologies	111616-LTI	"Classroom Audio Technology Equipment with Related Accessories, Services and Supplies"
LilyPad EV	051017-LPE	"Electric Vehicle Supply Equipment and Related Services"
Zeco Systems dba Greenlots	051017-ZSI	"Electric Vehicle Supply Equipment and Related Services"
Landscape Structures	030117-LSI	"Recreation and Playground Equipment, Accessories and Supplies"
PlayPower	030117-LTS	"Recreation and Playground Equipment, Accessories and Supplies"
Spohn Ranch	030117-SRI	"Recreation and Playground Equipment, Accessories and Supplies"
ReCollect Systems	041217-RCS	"Solid Waste and Recycling Collection and Transport Equipment with Related Equipment, Supplies and Accessories"
Quadient, Inc.	041917-NPI	"Mailing and Postage Equipment with Related Software, Accessories, Services and Supplies"

**NEW ezIQC CONTRACTS**

Company Name	Contract Number	State - Region - Type of Work
The Matthews Group, Inc.	WA-DC-GC01-100120-TMG	General Construction
Centennial Contractors Enterprises	WA-DC-GC02-100120-CCE	General Construction
S-Works Construction Corporation	WA-DC-GC03-100120-SWC	General Construction
Vigil Contracting, Inc.	WA-DC-GC04-100120-VGL	General Construction
HITT Contracting	WA-DC-GC05-100120-HCI	General Construction
F.H. Paschen	WA-DC-GC06-100120-FHP	General Construction
Vigil Contracting, Inc.	WA-DC-M01-100120-VGL	Mechanical HVAC Construction
Adrian L. Merton Inc.	WA-DC-M02-100120-ALM	Mechanical HVAC Construction
Paige Industrial Services, Inc	WA-DC-M03-100120-PAI	Mechanical HVAC Construction
Vigil Contracting, Inc.	WA-DC-E01-100120-VGL	Electrical Construction
Paige Industrial Services, Inc	WA-DC-E02-100120-PAI	Electrical Construction
-	No Contract Awarded	Electrical Construction
Vigil Contracting, Inc.	WA-DC-P01-100120-VGL	Plumbing Construction
Adrian L. Merton Inc.	WA-DC-P02-100120-ALM	Plumbing Construction
Paige Industrial Services, Inc	WA-DC-P03-100120-PAI	Plumbing Construction

**ezIQC RENEWALS**

Platinum Roofing, Inc	KS-W-R01-111319-PLR	
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Straub Construction Company, Inc.	KS-E-GC01-111319-STC	
BKM Construction LLC	KS-E-GC02-111319-BKM	
MTS Contracting, Inc	KS-E-GC03-111319-MTS	
Platinum Roofing, Inc	KS-E-R01-111319-PLR	
RoofConnect Logistics, Inc	KS-E-R02-111319-RCL	
BKM Construction LLC	KS-W-GC01-111319-BKM	
RoofConnect Logistics, Inc	KS-W-R02-111319-RCL	
Julius Kaaz Construction Company, Inc.	MO-KC-GC01-111319-JKC	
BKM Construction LLC	MO-KC-GC02-111319-BKM	
MTS Contracting, Inc	MO-KC-GC03-111319-MTS	
Straub Construction Company, Inc.	MO-KC-GC04-111319-STC	
Julius Kaaz Construction Company, Inc.	MO-KC-P01-111319-JKC	
Platinum Roofing, Inc	MO-KC-R01-111319-PLR	
RoofConnect Logistics, Inc	MO-KC-R02-111319-RCL	

**SOURCEWELL  
STATE OF MINNESOTA**



Member Thiel moved the adoption of the following Resolution:

**RESOLUTION TO RATIFY COOPERATIVE CONTRACTING AWARDS**

**Resolution No. 2021-12**

**WHEREAS**, the Sourcewell Board of Directors previously authorized the solicitations for the cooperative categories listed on Appendix A, which is attached and incorporated; and

**WHEREAS**, Sourcewell issued the cooperative contracting solicitations for the authorized categories; and

**WHEREAS**, through the Sourcewell Procurement Policy, the Board designated the Chief Procurement Officer to administer Sourcewell’s cooperative purchasing and contracting program and to award all competitively solicited contracts, without limitation; and

**WHEREAS**, the Chief Procurement Officer made the awards listed based on the results of the competitive solicitation process; and

**WHEREAS**, the Board acknowledges that the awards made by the Chief Procurement Officer are valid and binding; however, based upon some members’ legal requirements the Chief Procurement Official is required to seek subsequent Board ratification of all cooperative purchasing awards.

**NOW THEREFORE BE IT RESOLVED** by the Board of Directors ratifies the cooperative contracting awards made by the Chief Procurement Officer listed on Appendix A.

The motion for the adoption of the foregoing resolution was duly seconded by Member Zylka and the following voted in favor: (list names here)

wilson, Zylka, veronen, Nagel, Thomas, Thiel, Arts & Kircher

and the following voted against: (list names here or “NONE”)

None

whereupon said resolution was declared duly passed and adopted.

ATTEST:

DocuSigned by:

*Sara Nagel*

CF62F09F8AFC4BB...

Clerk to the Board of Directors

APPENDIX A

**SOURCEWELL PROCUREMENT DEPARTMENT**  
**BOARD ITEMS - May 2021**

<b>CONSENT AGENDA ITEMS</b>	<b>Requesting Board permission to Solicit the following categories:</b>

<b>Requesting Board permission to Re-Solicit the following categories:</b>
Tires and Related Equipment, Supplies, and Services
Restrooms and Related Solutions
Roadway Construction Equipment

<b>NEW CONTRACTS</b>		
<b>Supplier Name</b>	<b>Contract Number</b>	<b>Solicitation Title</b>
Epson America, Inc.	030321-EPS	"Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories and Services"
HP, Inc.	030321-HPC	"Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories and Services"
Konica Minolta Business Solutions USA, Inc.	030321-KON	"Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories and Services"
Ricoh USA, Inc.	030321-RCH	"Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories and Services"
Sharp Electronics Corporation	030321-SEC	"Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories and Services"
Toshiba America Business Solutions, Inc.	030321-TOS	"Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories and Services"
Xerox Corporation	030321-XOX	"Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories and Services"
Convergint Technologies, LLC	030421-CTL	"Facility Security Systems, Equipment, and Software with Related Services"
Johnson Controls Fire Protection, LP	030421-JHN	"Facility Security Systems, Equipment, and Software with Related Services"
Siemens Industry, Inc.	030421-SIE	"Facility Security Systems, Equipment, and Software with Related Services"
Stanley Convergent Security Solutions, Tyco Integrated Fire and Security dba Johnson Controls	030421-SCS	"Facility Security Systems, Equipment, and Software with Related Services"
Johnson Controls	030421-TIS	"Facility Security Systems, Equipment, and Software with Related Services"
Ariens Company	031121-ACO	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Bobcat Company	031121-CEC	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Cub Cadet	031121-MTD	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Deere & Company	031121-DAC	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Generac Power Systems	031121-GNR	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Husqvarna Professional Products	031121-HSQ	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Hustler Turf Equipment Inc.	031121-THE	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Kubota Tractor Corporation	031121-KBA	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Old Dominion Brush Company	031121-ODB	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Scag Power Equipment Inc.	031121-SCG	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
The Toro Company	031121-TTC	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Woods Equipment Company	031121-WDE	"Grounds Maintenance Equipment, Attachments, and Accessories with Related Services"
Morbark, LLC	031721-MBI	"Tree Maintenance Equipment, Attachments and Accessories"
Vermeer Corporation	031721-VRM	"Tree Maintenance Equipment, Attachments and Accessories"

CONTRACT EXTENSIONS		
Supplier Name	Contract Number	Solicitation Title
Carrier Corporation	030817-CAR	"HVAC Systems, Installation and Service with Related Products and Supplies"
Crafco, Inc.	052417-CFC	"Roadway Maintenance Equipment with Related Accessories, Attachments, Materials and Supplies"
NEW ezIQC CONTRACTS		
Company Name	Contract Number	State - Region - Type of Work
ezIQC RENEWALS		
Company Name	Contract Number	
Brown & Root	GA-A01-040820-KBR	
Greene & Burdette Property Management, LLC	GA-A02-040820-GBP	
HITT Contracting, Inc.	GA-A03-040820-HCI	
Striker Contracting, LLC	GA-A04-040820-SCL	
Crown Retail Services, Inc.	GA-A05-040820-CRS	
Albion Scaccia Enterprises, LLC	GA-A06-040820-ALB	
Paryani Construction	GA-A07-040820-PAR	
HCR Construction, Inc.	GA-A08-040820-HCR	
Lichty Commercial Construction, Inc.	GA-A09-040820-LIY	
Place Services, Inc.	GA-A10-040820-PLA	
Greene & Burdette Property Management, LLC	GA-B02-040820-GBP	
Crown Retail Services, Inc.	GA-B03-040820-CRS	
HITT Contracting, Inc.	GA-B04-040820-HCI	
Albion Scaccia Enterprises, LLC	GA-B05-040820-ALB	
Centennial Contractors Enterprises, Inc.	GA-B06-040820-CCE	
Darsey Construction, LLC	GA-B07-040820-DAR	
Place Services, Inc.	GA-B08-040820-PLA	
Ujamaa Construction	GA-B10-040820-UJA	
Darsey Constructionm LLC	GA-C01-040820-DAR	
Greene & Burdette Property Management, LLC	GA-C02-040820-GBP	
Albion Scaccia Enterprises, LLC	GA-C03-040820-ALB	
HITT Contracting, Inc.	GA-C04-040820-HCI	
Place Services, Inc.	GA-C05-040820-PLA	
Centennial Contractors Enterprises, Inc.	GA-C06-040820-CCE	
Engineering Design Technologies, Inc.	GA-C07-040820-EDT	
Ujamaa Construction	GA-C08-040820-UJA	
Jewel of the South	GA-C10-040820-JOS	
Darsey Constructionm LLC	GA-D02-040820-DAR	
Greene & Burdette Property	GA-D03-040820-GBP	
Lynn Construction Contracting, Inc.	GA-D04-040820-LYN	
Albion Scaccia Enterprises, LLC	GA-D05-040820-ALB	
HITT Contracting, Inc.	GA-D06-040820-HCI	
Place Services, Inc.	GA-D07-040820-PLA	
Centennial Contractors Enterprises, Inc.	GA-D08-040820-CCE	
Engineering Design Technologies, Inc.	GA-D09-040820-EDT	
Ujamaa Construction	GA-D10-040820-UJA	
F.H. Paschen, S.N. Nielsen & Associates,	GA-ST01-040820-FHP	
Prime Contractors, Inc.	GA-ST02-040820-PCI	
JOC Construction	GA-ST03-040820-LRI	
Bayne Development Group	GA-ST04-040820-BDG	
Huper Optik USA, LP	GA-ST05-040820-HOP	
Ward Humphrey, Inc.	GA-ST06-040820-WHI	
Johnson-Laux Construction, LLC	GA-ST07-040820-JLC	
Osprey Management, LLC	GA-ST08-040820-OML	
Astra Construction Services, LLC	GA-ST09-040820-ACS	
Rubio and Son Interiors, Inc.	GA-ST10-040820-RSI	
LEE Construction Group, Inc.	FL-NEA-GC01-041019-LCI	

FHP Tectonics Corp.	FL-NEA-GC02-041019-FTC	
Epic Construction, Inc.	FL-NEA-GC03-041019-ECI	
Johnson-Laux Construction, LLC	FL-NEA-GC04-041019-JLC	
Charles Perry Partners, Inc.	FL-NEA-GC05-041019-CPP	
Astra Construction Services, LLC	FL-NEA-GC06-041019-ACS	
David Mancini & Sons, Inc.	FL-NEA-GC07-041019-DMS	
Lanzo Construction Co., Florida	FL-NEA-P01-041019-LCC	
Advanced Roofing, Inc.	FL-NEA-R01-041019-ADR	
EnviroWaste Services Group, Inc.	FL-NEA-UG1-041019-EWS	
Southern Underground Industries, Inc.	FL-NEA-UG2-041019-SUI	
LEE Construction Group, Inc.	FL-NWA-GC01-041019-LCI	
Astra Construction Services, LLC	FL-NWA-GC02-041019-ACS	
Johnson-Laux Construction, LLC	FL-NWA-GC03-041019-JLC	
OmniCon Corp	FL-NWA-GC04-041019-OMN	
Lanzo Construction Co., Florida	FL-NWA-P01-041019-LCC	
EnviroWaste Services Group, Inc.	FL-NWA-UG1-041019-EWS	
Southern Underground Industries, Inc.	FL-NWA-UG2-041019-SUI	
Advanced Roofing, Inc.	FL-NWA-R01-041019-ADR	
Harbour Construction, Inc.	FL-SEA-GC01-041019-HBC	
Shiff Construction & Development, Inc.	FL-SEA-GC02-041019-SCD	
d2 Construction, Inc.	FL-SEA-GC03-041019-DTC	
Team Contracting, Inc.	FL-SEA-GC04-041019-TCI	
BDI Construction Company	FL-SEA-GC05-041019-BDI	
Danz Contracting, LLC	FL-SEA-GC06-041019-DCL	
LEE Construction Group, Inc.	FL-SEA-GC07-041019-LCI	
FHP Tectonics Corp.	FL-SEA-GC08-041019-FTC	
Metro Express, Inc.	FL-SEA-P01-041019-MEI	
Lanzo Construction Co., Florida	FL-SEA-P02-041019-LCC	
Advanced Roofing, Inc.	FL-SEA-R01-041019-ADR	
EnviroWaste Services Group, Inc.	FL-SEA-UG1-041019-EWS	
Metro Express, Inc.	FL-SEA-UG2-041019-MEI	
BDI Construction Company	FL-WCA-GC01-041019-BDI	
LEE Construction Group, Inc.	FL-WCA-GC02-041019-LCI	
Epic Construction, Inc.	FL-WCA-GC03-041019-ECI	
Johnson-Laux Construction, LLC	FL-WCA-GC04-041019-JLC	
Charles Perry Partners, Inc.	FL-WCA-GC05-041019-CPP	
Caladesi Construction Co.	FL-WCA-GC06-041019-CAL	
Astra Construction Services, LLC	FL-WCA-GC07-041019-ACS	
Shiff Construction & Development, Inc.	FL-WCA-GC08-041019-SCD	
Caladesi Construction Co.	FL-WCA-P01-041019-CAL	
Lanzo Construction Co., Florida	FL-WCA-P02-041019-LCC	
Advanced Roofing, Inc.	FL-WCA-R01-041019-ADR	
EnviroWaste Services Group, Inc.	FL-WCA-UG1-041019-EWS	
Southern Underground Industries, Inc.	FL-WCA-UG2-041019-SUI	
<b>ezIQC CONTRACT EXTENSIONS</b>		
<b>Company Name</b>	<b>Contract Number</b>	

**EXHIBIT B  
INSURANCE REQUIREMENTS**

*(Intentionally left blank, see attached documents)*



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
6/14/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> USI Insurance Services, LLC 10940 White Rock Rd 2nd Fl Rancho Cordova, CA 95670 916 589-8000	<b>CONTACT NAME:</b> Jacob Wheeler <b>PHONE (A/C, No, Ext):</b> 916-337-2345 <b>E-MAIL ADDRESS:</b> Jacob.Wheeler@usi.com	<b>FAX (A/C, No):</b>													
	<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A : National Fire Insurance Co. of Hartford</td> <td>20478</td> </tr> <tr> <td>INSURER B : Continental Insurance Company</td> <td>35289</td> </tr> <tr> <td>INSURER C : Beazley Insurance Company, Inc.</td> <td>37540</td> </tr> <tr> <td>INSURER D :</td> <td></td> </tr> <tr> <td>INSURER E :</td> <td></td> </tr> <tr> <td>INSURER F :</td> <td></td> </tr> </tbody> </table>		INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : National Fire Insurance Co. of Hartford	20478	INSURER B : Continental Insurance Company	35289	INSURER C : Beazley Insurance Company, Inc.	37540	INSURER D :		INSURER E :		INSURER F :
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INSURER E :															
INSURER F :															

**INSURED** Smile Business Products Inc  
4525 Auburn Blvd  
Sacramento, CA 95841

**COVERAGES** **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	X	X	6049814783	06/16/2021	06/16/2022	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000 MED EXP (Any one person) \$15,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY	X	X	6049814797	06/16/2021	06/16/2022	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$0			6049814833	06/16/2021	06/16/2022	EACH OCCURRENCE \$5,000,000 AGGREGATE \$5,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		X	6049814816	06/16/2021	06/16/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
C	Errors & Omission			V1B219210601	04/01/2021	04/01/2022	\$1M Aggregate / \$5k Ret
A	Crime			6049814783	06/16/2021	06/16/2022	\$500k Limit / \$2.5k Ded

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
**B 6049814802 Eff Date: 06/16/2021 Exp Date: 06/16/2022**  
 WC Each Accident Limit: \$1,000,000; WC Policy Limit: \$1,000,000; WC Each Employee Limit: \$1,000,000  
 The policy provides a Blanket Waiver of Subrogation when required by written contract.  
 RE: Vendor Services. City of Stockton, its Mayor, Council, officers, representatives, agents, employees and volunteers are included as Additional Insureds per the attached, as required by written contract. Primary wording applies per the attached.

<b>CERTIFICATE HOLDER</b>  City of Stockton - Division 42 City Risk Services 400 E Main St, 3rd Floor - HR Stockton, CA 95202-0000	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE  
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CNA71527XX  
(Ed. 10/12)

## ADDITIONAL INSURED – PRIMARY AND NON-CONTRIBUTORY

It is understood and agreed that this endorsement amends the **BUSINESS AUTO COVERAGE FORM** as follows:

### SCHEDULE

Name of Additional Insured Persons Or Organizations
WHERE REQUIRED BY WRITTEN CONTRACT

1. In conformance with paragraph **A.1.c.** of **Who Is An Insured** of Section II – LIABILITY COVERAGE, the person or organization scheduled above is an insured under this policy.
2. The insurance afforded to the additional insured under this policy will apply on a primary and non-contributory basis if you have committed it to be so in a written contract or written agreement executed prior to the date of the "accident" for which the additional insured seeks coverage under this policy.

All other terms and conditions of the Policy remain unchanged.

SCA 23 500D  
(Ed. 10/11)POLICY NUMBER: 6049814797  
EFFECTIVE DATE:**THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.****EXTENDED COVERAGE ENDORSEMENT – BA PLUS**

This endorsement modifies insurance provided under the following:

**BUSINESS AUTO COVERAGE FORM****I. LIABILITY COVERAGE****A. Who Is An Insured**The following is added to **Section II, Paragraph A.1., Who Is An Insured:**

1. a. Any incorporated entity of which the Named Insured owns a majority of the voting stock on the date of inception of this Coverage Form; **provided that,**
  - b. The insurance afforded by this provision **A.1.** does not apply to any such entity that is an "insured" under any other liability "policy" providing "auto" coverage.
2. Any organization you newly acquire or form, other than a limited liability company, partnership or joint venture, and over which you maintain majority ownership interest.

The insurance afforded by this provision **A.2.:**

- a. Is effective on the acquisition or formation date, and is afforded only until the end of the policy period of this Coverage Form, or the next anniversary of its inception date, whichever is earlier.
- b. Does not apply to:
  - (1) "Bodily injury" or "property damage" caused by an "accident" that occurred before you acquired or formed the organization; or
  - (2) Any such organization that is an "insured" under any other liability "policy" providing "auto" coverage.
3. Any person or organization that you are obligated to provide Insurance where required by a written contract or agreement is an insured, but only with respect to legal responsibility for acts or omissions of a person for whom Liability Coverage is afforded under this policy.
4. An "employee" of yours is an "insured" while operating an "auto" hired or rented under a contract or agreement in that "employee's" name, with your permission, while performing duties related to the conduct of your business.

"Policy," as used in this provision **A. Who Is An Insured**, includes those policies that were in force on the inception date of this Coverage Form but:

1. Which are no longer in force; or
2. Whose limits have been exhausted.

**B. Bail Bonds and Loss of Earnings****Section II, Paragraphs A.2.a.(2) and A.2.a.(4)** are revised as follows:

1. In **a.(2)**, the limit for the cost of bail bonds is increased from \$2,000 to \$5,000, and
2. In **a.(4)**, the limit for the loss of earnings is increased from \$250 to \$500 a day.

**C. Fellow Employee****Section II, Paragraph B.5** does not apply.

Such coverage as is afforded by this provision C. is excess over any other collectible insurance.

**II. PHYSICAL DAMAGE COVERAGE****A. Towing****Section III, Paragraph A.2.**, is revised to include Light Trucks up to 10,000 pounds G.V.W.**B. Glass Breakage – Hitting A Bird Or Animal – Falling Objects Or Missiles**The following is added to **Section III, Paragraph A.3.:**

With respect to any covered "auto," any deductible shown in the Declarations will not apply to glass breakage if such glass is repaired, in a manner acceptable to us, rather than replaced.

**C. Transportation Expenses****Section III, Paragraph A.4.a.** is revised, with respect to transportation expense incurred by you, to provide:

- a. \$60 per day, in lieu of \$20; subject to
- b. \$1,800 maximum, in lieu of \$600.

**D. Loss of Use Expenses****Section III, Paragraph A.4.b.** is revised, with respect to loss of use expenses incurred by you, to provide:

- a. \$1,000 maximum, in lieu of \$600.

**E. Personal Property**The following is added to **Section III, Paragraph A.4.**c. We will pay up to \$500 for loss to **Personal Property** which is:

- (1) Owned by an "insured"; and

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SCA 23 500D  
(Ed. 10/11)**(2) In or on the covered "auto."**

This coverage applies only in the event of a total theft of your covered "auto."

This insurance is excess over any other collectible insurance and no deductible applies.

**F. Rental Reimbursement**

The following is added to **Section III, Paragraph A.4.:**

- d.** We will pay for rental reimbursement expenses incurred by you for the rental of an "auto" because of "loss" to a covered "auto." Payment applies in addition to the otherwise applicable amount of each coverage you have on a covered "auto." No deductibles apply to this coverage.
1. We will pay only for those expenses incurred during the policy period beginning 24 hours after the "loss" and ending, regardless of the policy's expiration, with the lesser of the following number of days:
    - (a) The number of days reasonably required to repair or replace the covered "auto"; or,
    - (b) 15 days.
  2. Our payment is limited to the lesser of the following amounts:
    - (a) Necessary and actual expenses incurred; or,
    - (b) \$25 per day subject to a maximum of \$375.
  3. This coverage does not apply while there are spare or reserve "autos" available to you for your operations.
  4. If "loss" results from the total theft of a covered "auto" of the private passenger type, we will pay under this coverage only that amount of your rental reimbursement expenses which is not already provided for under the Physical Damage Coverage Extension.

**G. Hired "Autos"**

The following is added to **Section III, Paragraph A.:**

**5. Hired "Autos"**

If Physical Damage coverage is provided under this policy, and such coverage does not extend to Hired Autos, then Physical Damage coverage is extended to:

- a. Any covered "auto" you lease, hire, rent or borrow without a driver; and
- b. Any covered "auto" hired or rented by your "employee" without a driver, under a contract in that individual "employee's" name, with

your permission, while performing duties related to the conduct of your business.

- c.** The most we will pay for any one "accident" or "loss" is the actual cash value, cost of repair, cost of replacement or \$75,000 whichever is less minus a \$500 deductible for each covered auto. No deductible applies to "loss" caused by fire or lightning.

- d.** The physical damage coverage as is provided by this provision will be limited to the types of physical damage coverage(s) provided on your owned "autos."

- e.** Such physical damage coverage for hired "autos" will:

- (1) Include loss of use, provided it is the consequence of an "accident" for which the Named Insured is legally liable, and as a result of which a monetary loss is sustained by the leasing or rental concern.

- (2) Such coverage as is provided by this provision **G.e.(1)** will be subject to a limit of \$750 per "accident."

**H. Airbag Coverage**

The following is added to **Section III, Paragraph B.3.**

The accidental discharge of an airbag shall not be considered mechanical breakdown.

**I. Electronic Equipment**

**Section III, Paragraphs B.4.c and B.4.d.** are deleted and replaced by the following:

- c.** Physical Damage Coverage on a covered "auto" also applies to "loss" to any permanently installed electronic equipment including its antennas and other accessories
- d.** A \$100 per occurrence deductible applies to the coverage provided by this provision.

**J. Diminution In Value**

The following is added to **Section III, Paragraph B.6.**

Subject to the following, the "diminution in value" exclusion does not apply to:

- a. Any covered "auto" of the private passenger type you lease, hire, rent or borrow, without a driver for a period of 30 days or less, while performing duties related to the conduct of your business; and
- b. Any covered "auto" of the private passenger type hired or rented by your "employee" without a driver for a period of 30 days or less, under a contract in that individual

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"employee's" name, with your permission, while performing duties related to the conduct of your business.

- c. Such coverage as is provided by this provision is limited to a "diminution in value" loss arising directly out of accidental damage and not as a result of the failure to make repairs; faulty or incomplete maintenance or repairs; or the installation of substandard parts.
- d. The most we will pay for "loss" to a covered "auto" in any one accident is the lesser of:
  - (1) \$5,000; or
  - (2) 20% of the "auto's" actual cash value (ACV)

### III. Drive Other Car Coverage – Executive Officers

The following is added to **Sections II and III**:

- 1. Any "auto" you don't own, hire or borrow is a covered "auto" for Liability Coverage while being used by, and for Physical Damage Coverage while in the care, custody or control of, any of your "executive officers," except:
  - a. An "auto" owned by that "executive officer" or a member of that person's household; or
  - b. An "auto" used by that "executive officer" while working in a business of selling, servicing, repairing or parking "autos."

Such Liability and/or Physical Damage Coverage as is afforded by this provision will be:

- (1) Equal to the greatest of those coverages afforded any covered "auto"; and
  - (2) Excess over any other collectible insurance.
- 2. For purposes of this provision, "executive officer" means a person holding any of the officer positions created by your charter, constitution, by-laws or any other similar governing document, and, while a resident of the same household, includes that person's spouse.

Such "executive officers" are "insureds" while using a covered "auto" described in this provision.

### IV. BUSINESS AUTO CONDITIONS

#### A. Duties In The Event Of Accident, Claim, Suit Or Loss

The following is added to **Section IV, Paragraph A.2.a.**

- (4) Your "employees" may know of an "accident" or "loss." This will not mean that you have such knowledge, unless such "accident" or "loss" is known to you or if you are not an individual, to any of your executive officers or partners or your insurance manager.

The following is added to **Section IV, Paragraph A.2.b.**

- (6) Your "employees" may know of documents received concerning a claim or "suit." This will not mean that you have such knowledge, unless receipt of such documents is known to you or if you are not an individual, to any of your executive officers or partners or your insurance manager.

#### B. Concealment, Misrepresentation or Fraud

The following is added to **Section IV, Paragraph B.2.**

Your failure to disclose all hazards existing on the date of inception of this Coverage Form shall not prejudice you with respect to the coverage afforded provided such failure or omission is not intentional.

#### C. Policy Period, Coverage Territory

**Section IV, Paragraph B.7.b.(5)** is revised to provide:

- a. 45 days of coverage in lieu of 30 days

#### V. DEFINITIONS

**Section V, Paragraph C.** is deleted and replaced by the following:

"Bodily injury" means bodily injury, sickness or disease sustained by a person, including mental anguish, mental injury or death resulting from any of these

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POLICY NUMBER: 6049814797

COMMERCIAL AUTO  
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**THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.**

**WAIVER OF TRANSFER OF RIGHTS OF RECOVERY  
AGAINST OTHERS TO US (WAIVER OF SUBROGATION)**

This endorsement modifies insurance provided under the following:

AUTO DEALERS COVERAGE FORM  
BUSINESS AUTO COVERAGE FORM  
MOTOR CARRIER COVERAGE FORM

With respect to coverage provided by this endorsement, the provisions of the Coverage Form apply unless modified by the endorsement.

This endorsement changes the policy effective on the inception date of the policy unless another date is indicated below.

<b>Named Insured:</b> SMILE BUSINESS PRODUCTS INC (SEE ENDT)
<b>Endorsement Effective Date:</b>

**SCHEDULE**

<b>Name(s) Of Person(s) Or Organization(s):</b> ANY PERSON OR ORGANIZATION FOR WHOM OR WHICH YOU ARE REQUIRED BY WRITTEN CONTRACT OR AGREEMENT TO OBTAIN THIS WAIVER FROM US. YOU MUST AGREE TO THAT REQUIREMENT PRIOR TO LOSS.
Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

The **Transfer Of Rights Of Recovery Against Others To Us** condition does not apply to the person(s) or organization(s) shown in the Schedule, but only to the extent that subrogation is waived prior to the "accident" or the "loss" under a contract with that person or organization.

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**CNA PARAMOUNT**

**Technology General Liability Extension Endorsement**

It is understood and agreed that this endorsement amends the **COMMERCIAL GENERAL LIABILITY COVERAGE PART** as follows. If any other endorsement attached to this policy amends any provision also amended by this endorsement, then that other endorsement controls with respect to such provision, and the changes made by this endorsement with respect to such provision do not apply.

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Nat'l Fire Ins Co of Hartford

Insured Name: SMILE BUSINESS PRODUCTS INC

Policy No: 6049814783

Endorsement No:

Effective Date:



**CNA PARAMOUNT**

**Technology General Liability Extension Endorsement**

**1. ADDITIONAL INSUREDS**

a. **WHO IS AN INSURED** is amended to include as an **Insured** any person or organization described in paragraphs **A. through K.** below whom a **Named Insured** is required to add as an additional insured on this **Coverage Part** under a written contract or written agreement, provided such contract or agreement:

- (1) is currently in effect or becomes effective during the term of this **Coverage Part**; and
- (2) was executed prior to:
  - (a) the **bodily injury** or **property damage**; or
  - (b) the offense that caused the **personal and advertising injury**,  
for which such additional insured seeks coverage.

b. However, subject always to the terms and conditions of this policy, including the limits of insurance, the Insurer will not provide such additional insured with:

- (1) a higher limit of insurance than required by such contract or agreement; or
- (2) coverage broader than required by such contract or agreement, and in no event broader than that described by the applicable paragraph **A. through K.** below.

Any coverage granted by this endorsement shall apply only to the extent permissible by law.

**A. Controlling Interest**

Any person or organization with a controlling interest in a **Named Insured**, but only with respect to such person or organization's liability for **bodily injury, property damage** or **personal and advertising injury** arising out of:

- 1. such person or organization's financial control of a **Named Insured**; or
- 2. premises such person or organization owns, maintains or controls while a **Named Insured** leases or occupies such premises;

provided that the coverage granted by this paragraph does not apply to structural alterations, new construction or demolition operations performed by, on behalf of, or for such additional insured.

**B. Co-owner of Insured Premises**

A co-owner of a premises co-owned by a **Named Insured** and covered under this insurance but only with respect to such co-owner's liability for **bodily injury, property damage** or **personal and advertising injury** as co-owner of such premises.

**C. Grantor of Franchise**

Any person or organization that has granted a franchise to a **Named Insured**, but only with respect to such person or organization's liability for **bodily injury, property damage** or **personal and advertising injury** as grantor of a franchise to the **Named Insured**.

**D. Lessor of Equipment**

Any person or organization from whom a **Named Insured** leases equipment, but only with respect to liability for **bodily injury, property damage** or **personal and advertising injury** caused, in whole or in part, by the **Named Insured's** maintenance, operation or use of such equipment, provided that the **occurrence** giving rise to such **bodily injury, property damage** or the offense giving rise to such **personal and advertising injury** takes place prior to the termination of such lease.



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## Technology General Liability Extension Endorsement

### E. Lessor of Land

Any person or organization from whom a **Named Insured** leases land but only with respect to liability for **bodily injury, property damage or personal and advertising injury** arising out of the ownership, maintenance or use of such land, provided that the **occurrence** giving rise to such **bodily injury, property damage** or the offense giving rise to such **personal and advertising injury** takes place prior to the termination of such lease. The coverage granted by this paragraph does not apply to structural alterations, new construction or demolition operations performed by, on behalf of, or for such additional insured.

### F. Lessor of Premises

An owner or lessor of premises leased to the **Named Insured**, or such owner or lessor's real estate manager, but only with respect to liability for **bodily injury, property damage or personal and advertising injury** arising out of the ownership, maintenance or use of such part of the premises leased to the **Named Insured**, and provided that the **occurrence** giving rise to such **bodily injury or property damage**, or the offense giving rise to such **personal and advertising injury**, takes place prior to the termination of such lease. The coverage granted by this paragraph does not apply to structural alterations, new construction or demolition operations performed by, on behalf of, or for such additional insured.

### G. Mortgagee, Assignee or Receiver

A mortgagee, assignee or receiver of premises but only with respect to such mortgagee, assignee or receiver's liability for **bodily injury, property damage or personal and advertising injury** arising out of the **Named Insured's** ownership, maintenance, or use of a premises by a **Named Insured**.

The coverage granted by this paragraph does not apply to structural alterations, new construction or demolition operations performed by, on behalf of, or for such additional insured.

### H. State or Governmental Agency or Subdivision or Political Subdivisions – Permits

A state or governmental agency or subdivision or political subdivision that has issued a permit or authorization but only with respect to such state or governmental agency or subdivision or political subdivision's liability for **bodily injury, property damage or personal and advertising injury** arising out of:

1. the following hazards in connection with premises a **Named Insured** owns, rents, or controls and to which this insurance applies:
  - a. the existence, maintenance, repair, construction, erection, or removal of advertising signs, awnings, canopies, cellar entrances, coal holes, driveways, manholes, marquees, hoistway openings, sidewalk vaults, street banners, or decorations and similar exposures; or
  - b. the construction, erection, or removal of elevators; or
  - c. the ownership, maintenance or use of any elevators covered by this insurance; or
2. the permitted or authorized operations performed by a **Named Insured** or on a **Named Insured's** behalf.

The coverage granted by this paragraph does not apply to:

- a. **Bodily Injury, property damage or personal and advertising injury** arising out of operations performed for the state or governmental agency or subdivision or political subdivision; or
- b. **Bodily injury or property damage** included within the **products-completed operations hazard**.

With respect to this provision's requirement that additional insured status must be requested under a written contract or agreement, the Insurer will treat as a written contract any governmental permit that requires the **Named Insured** to add the governmental entity as an additional insured.





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### Technology General Liability Extension Endorsement

#### I. Trade Show Event Lessor

1. With respect to a **Named Insured's** participation in a trade show event as an exhibitor, presenter or displayer, any person or organization whom the **Named Insured** is required to include as an additional insured, but only with respect to such person or organization's liability for **bodily injury, property damage or personal and advertising injury** caused by:
  - a. the **Named Insured's** acts or omissions; or
  - b. the acts or omissions of those acting on the **Named Insured's** behalf,
 in the performance of the **Named Insured's** ongoing operations at the trade show event premises during the trade show event.
2. The coverage granted by this paragraph does not apply to **bodily injury or property damage** included within the **products-completed operations hazard**.

#### J. Vendor

Any person or organization but only with respect to such person or organization's liability for **bodily injury or property damage** arising out of **your products** which are distributed or sold in the regular course of such person or organization's business, provided that:

1. The coverage granted by this paragraph does not apply to:
  - a. **bodily injury or property damage** for which such person or organization is obligated to pay **damages** by reason of the assumption of liability in a contract or agreement unless such liability exists in the absence of the contract or agreement;
  - b. any express warranty unauthorized by the **Named Insured**;
  - c. any physical or chemical change in any product made intentionally by such person or organization;
  - d. repackaging, except when unpacked solely for the purpose of inspection, demonstration, testing, or the substitution of parts under instructions from the manufacturer, and then repackaged in the original container;
  - e. any failure to make any inspections, adjustments, tests or servicing that such person or organization has agreed to make or normally undertakes to make in the usual course of business, in connection with the distribution or sale of the products;
  - f. demonstration, installation, servicing or repair operations, except such operations performed at such person or organization's premises in connection with the sale of a product;
  - g. products which, after distribution or sale by the **Named Insured**, have been labeled or relabeled or used as a container, part or ingredient of any other thing or substance by or for such person or organization; or
  - h. **bodily injury or property damage** arising out of the sole negligence of such person or organization for its own acts or omissions or those of its employees or anyone else acting on its behalf. However, this exclusion does not apply to:
    - (1) the exceptions contained in Subparagraphs **d.** or **f.** above; or
    - (2) such inspections, adjustments, tests or servicing as such person or organization has agreed with the **Named Insured** to make or normally undertakes to make in the usual course of business, in connection with the distribution or sale of the products.
2. This Paragraph **J.** does not apply to any insured person or organization, from whom the **Named Insured** has acquired such products, nor to any ingredient, part or container, entering into, accompanying or containing such products.



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## Technology General Liability Extension Endorsement

3. This Paragraph J. also does not apply:

- a. to any vendor specifically scheduled as an additional insured by endorsement to this **Coverage Part**;
- b. to any of **your products** for which coverage is excluded by endorsement to this **Coverage Part**; nor
- c. if **bodily injury** or **property damage** included within the **products-completed operations hazard** is excluded by endorsement to this **Coverage Part**.

### K. Other Person Or Organization / Your Work

Any person or organization who is not an additional insured under Paragraphs A. through J. above. Such additional insured is an **Insured** solely for **bodily injury, property damage or personal and advertising injury** for which such additional insured is liable because of the **Named Insured's** acts or omissions.

The coverage granted by this paragraph does not apply to any person or organization:

1. who is specifically scheduled as an additional insured on another endorsement to this **Coverage Part**; nor
2. for **bodily injury** or **property damage** included within the **products-completed operations hazard** except to the extent all of the following apply:
  - a. this **Coverage Part** provides such coverage;
  - b. the written contract or agreement described in the opening paragraph of this **ADDITIONAL INSUREDS** Provision requires the **Named Insured** to provide the additional insured such coverage; and
  - c. the **bodily injury** or **property damage** results from **your work** that is the subject of the written contract or agreement, and such work has not been excluded by endorsement to this **Coverage Part**.

### 2. ADDITIONAL INSURED - PRIMARY AND NON-CONTRIBUTORY TO ADDITIONAL INSURED'S INSURANCE

A. The **Other Insurance** Condition in the **COMMERCIAL GENERAL LIABILITY CONDITIONS** Section is amended to add the following paragraph:

If the **Named Insured** has agreed in writing in a contract or agreement that this insurance is primary and non-contributory relative to an additional insured's own insurance, then this insurance is primary, and the Insurer will not seek contribution from that other insurance. For the purpose of this Provision 2., the additional insured's own insurance means insurance on which the additional insured is a named insured.

B. With respect to persons or organizations that qualify as additional insureds pursuant to paragraph 1.K. of this endorsement, the following sentence is added to the paragraph above:

Otherwise, and notwithstanding anything to the contrary elsewhere in this Condition, the insurance provided to such person or organization is excess of any other insurance available to such person or organization.

### 3. BODILY INJURY – EXPANDED DEFINITION

Under **DEFINITIONS**, the definition of **bodily injury** is deleted and replaced by the following:

**Bodily injury** means physical injury, sickness or disease sustained by a person, including death, humiliation, shock, mental anguish or mental injury sustained by that person at any time which results as a consequence of the physical injury, sickness or disease.

### 4. BROAD KNOWLEDGE OF OCCURRENCE/ NOTICE OF OCCURRENCE

Under **CONDITIONS**, the condition entitled **Duties in The Event of Occurrence, Offense, Claim or Suit** Condition is amended to add the following provisions:

#### A. BROAD KNOWLEDGE OF OCCURRENCE

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Nat'l Fire Ins Co of Hartford

Insured Name: SMILE BUSINESS PRODUCTS INC

Policy No: 6049814783

Endorsement No: 4

Effective Date:





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## Technology General Liability Extension Endorsement

The **Named Insured** must give the Insurer or the Insurer's authorized representative notice of an **occurrence**, offense or **claim** only when the **occurrence**, offense or **claim** is known to a natural person **Named Insured**, to a partner, executive officer, manager or member of a **Named Insured**, or to an **employee** designated by any of the above to give such notice.

### B. NOTICE OF OCCURRENCE

The **Named Insured's** rights under this **Coverage Part** will not be prejudiced if the **Named Insured** fails to give the Insurer notice of an **occurrence**, offense or **claim** and that failure is solely due to the **Named Insured's** reasonable belief that the **bodily injury** or **property damage** is not covered under this **Coverage Part**. However, the **Named Insured** shall give written notice of such **occurrence**, offense or **claim** to the Insurer as soon as the **Named Insured** is aware that this insurance may apply to such **occurrence**, offense or **claim**.

### 5. BROAD NAMED INSURED

**WHO IS AN INSURED** is amended to delete its Paragraph 3. in its entirety and replace it with the following:

3. Pursuant to the limitations described in Paragraph 4. below, any organization in which a **Named Insured** has management control:

a. on the effective date of this **Coverage Part**; or

b. by reason of a **Named Insured** creating or acquiring the organization during the **policy period**,

qualifies as a **Named Insured**, provided that there is no other similar liability insurance, whether primary, contributory, excess, contingent or otherwise, which provides coverage to such organization, or which would have provided coverage but for the exhaustion of its limit, and without regard to whether its coverage is broader or narrower than that provided by this insurance.

But this **BROAD NAMED INSURED** provision does not apply to:

(a) any partnership or joint venture; or

(b) any organization for which coverage is excluded by another endorsement attached to this **Coverage Part**.

For the purpose of this provision, and of this endorsement's **JOINT VENTURES / PARTNERSHIP / LIMITED LIABILITY COMPANIES** provision, management control means:

A. owning interests representing more than 50% of the voting, appointment or designation power for the selection of a majority of the Board of Directors of a corporation, or the members of the management board of a limited liability company; or

B. having the right, pursuant to a written trust agreement, to protect, control the use of, encumber or transfer or sell property held by a trust.

4. With respect to organizations which qualify as **Named Insureds** by virtue of Paragraph 3. above, this insurance does not apply to:

a. **bodily injury** or **property damage** that first occurred prior to the date of management control, or that first occurs after management control ceases; nor

b. **personal or advertising injury** caused by an offense that first occurred prior to the date of management control or that first occurs after management control ceases.

5. The insurance provided by this **Coverage Part** applies to **Named Insureds** when trading under their own names or under such other trading names or doing-business-as names (dba) as any **Named Insured** should choose to employ.



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## Technology General Liability Extension Endorsement

### 6. ESTATES, LEGAL REPRESENTATIVES, AND SPOUSES

The estates, heirs, legal representatives and **spouses** of any natural person **Insured** shall also be insured under this policy; provided, however, coverage is afforded to such estates, heirs, legal representatives, and **spouses** only for **claims** arising solely out of their capacity or status as such and, in the case of a **spouse**, where such **claim** seeks **damages** from marital community property, jointly held property or property transferred from such natural person **Insured** to such **spouse**. No coverage is provided for any act, error or omission of an estate, heir, legal representative, or **spouse** outside the scope of such person's capacity or status as such, provided however that the **spouse** of a natural person **Named Insured** and the **spouses** of members or partners of joint venture or partnership **Named Insureds** are **Insureds** with respect to such **spouses'** acts, errors or omissions in the conduct of the **Named Insured's** business.

### 7. EXPECTED OR INTENDED INJURY – EXCEPTION FOR REASONABLE FORCE

Under **COVERAGES, Coverage A – Bodily Injury And Property Damage Liability**, the paragraph entitled **Exclusions** is amended to delete the exclusion entitled **Expected or Intended Injury** and replace it with the following:

This insurance does not apply to:

#### **Expected or Intended Injury**

**Bodily injury** or **property damage** expected or intended from the standpoint of the **Insured**. This exclusion does not apply to **bodily injury** or **property damage** resulting from the use of reasonable force to protect persons or property.

### 8. IN REM ACTIONS

A quasi in rem action against any vessel owned or operated by or for the **Named Insured**, or chartered by or for the **Named Insured**, will be treated in the same manner as though the action were in personam against the **Named Insured**.

### 9. INCIDENTAL HEALTH CARE MALPRACTICE COVERAGE

Solely with respect to **bodily injury** that arises out of a **health care incident**:

A. Under **COVERAGES, Coverage A – Bodily Injury And Property Damage Liability**, the **Insuring Agreement** is amended to replace Paragraphs 1.b.(1) and 1.b.(2) with the following:

b. This insurance applies to **bodily injury** provided that the professional health care services are incidental to the **Named Insured's** primary business purpose, and only if:

- (1) such **bodily injury** is caused by an **occurrence** that takes place in the **coverage territory**.
- (2) the **bodily injury** first occurs during the **policy period**. All **bodily injury** arising from an **occurrence** will be deemed to have occurred at the time of the first act, error, or omission that is part of the **occurrence**; and

B. Under **COVERAGES, Coverage A – Bodily Injury And Property Damage Liability**, the paragraph entitled **Exclusions** is amended to:

i. add the following to the **Employers Liability** exclusion:

This exclusion applies only if the **bodily injury** arising from a **health care incident** is covered by other liability insurance available to the **Insured** (or which would have been available but for exhaustion of its limits).

ii. delete the exclusion entitled **Contractual Liability** and replace it with the following:

This insurance does not apply to:

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Nat'l Fire Ins Co of Hartford

Insured Name: SMILE BUSINESS PRODUCTS INC

Policy No: 6049814783  
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CNA PARAMOUNT

## Technology General Liability Extension Endorsement

### Contractual Liability

the **Insured's** actual or alleged liability under any oral or written contract or agreement, including but not limited to express warranties or guarantees.

### iii. add the following additional exclusions.

This insurance does not apply to:

#### Discrimination

any actual or alleged discrimination, humiliation or harassment, that includes but shall not be limited to **claims** based on an individual's race, creed, color, age, gender, national origin, religion, disability, marital status or sexual orientation.

#### Dishonesty or Crime

Any actual or alleged dishonest, criminal or malicious act, error or omission.

#### Medicare/Medicaid Fraud

any actual or alleged violation of law with respect to Medicare, Medicaid, Tricare or any similar federal, state or local governmental program.

#### Services Excluded by Endorsement

Any **health care incident** for which coverage is excluded by endorsement.

### C. DEFINITIONS is amended to:

#### i. add the following definitions:

**Health care incident** means an act, error or omission by the **Named Insured's employees or volunteer workers** in the rendering of:

- a. **professional health care services** on behalf of the **Named Insured** or
- b. Good Samaritan services rendered in an emergency and for which no payment is demanded or received.

**Professional health care services** means any health care services or the related furnishing of food, beverages, medical supplies or appliances by the following providers in their capacity as such but solely to the extent they are duly licensed as required:

- a. Physician;
- b. Nurse;
- c. Nurse practitioner;
- d. Emergency medical technician;
- e. Paramedic;
- f. Dentist;
- g. Physical therapist;
- h. Psychologist;
- i. Speech therapist;
- j. Other allied health professional; or

**Professional health care services** does not include any services rendered in connection with human clinical trials or product testing.



CNA PARAMOUNT

## Technology General Liability Extension Endorsement

- ii. delete the definition of **occurrence** and replace it with the following:

**Occurrence** means a **health care incident**. All acts, errors or omissions that are logically connected by any common fact, circumstance, situation, transaction, event, advice or decision will be considered to constitute a single **occurrence**;

- iii. amend the definition of **Insured** to:

- a. add the following:

- the **Named Insured's employees** are **Insureds** with respect to:

(1) **bodily injury** to a **co-employee** while in the course of the **co-employee's** employment by the **Named Insured** or while performing duties related to the conduct of the **Named Insured's** business; and

(2) **bodily injury** to a **volunteer worker** while performing duties related to the conduct of the **Named Insured's** business;

when such **bodily injury** arises out of a **health care incident**.

- the **Named Insured's volunteer workers** are **Insureds** with respect to:

(1) **bodily injury** to a **co-volunteer worker** while performing duties related to the conduct of the **Named Insured's** business; and

(2) **bodily injury** to an **employee** while in the course of the **employee's** employment by the **Named Insured** or while performing duties related to the conduct of the **Named Insured's** business;

when such **bodily injury** arises out of a **health care incident**.

- b. delete Subparagraphs (a), (b), (c) and (d) of Paragraph 2.a.(1) of **WHO IS AN INSURED**.

- c. add the following:

**Insured** does not include any physician while acting in his or her capacity as such.

- D. The **Other Insurance** condition is amended to delete Paragraph **b.(1)** in its entirety and replace it with the following:

### Other Insurance

#### b. Excess Insurance

- (1) To the extent this insurance applies, it is excess over any other insurance, self insurance or risk transfer instrument, whether primary, excess, contingent or on any other basis, except for insurance purchased specifically by the **Named Insured** to be excess of this coverage.

## 10. JOINT VENTURES/ PARTNERSHIP/ LIMITED LIABILITY COMPANIES

**WHO IS AN INSURED** is amended to delete its last paragraph and replace it with the following:

No person or organization is an **Insured** with respect to:

- the conduct of any current or past partnership or joint venture that is not shown as a **Named Insured** in the Declarations; nor
- the conduct of a current or past limited liability company in which a **Named Insured's** interest does/did not rise to the level of management control;

except that if the **Named Insured** was a joint venturer, partner, or member of such a limited liability company, and such joint venture, partnership or limited liability company terminated prior to or during the **policy period**, then such





CNA PARAMOUNT

## Technology General Liability Extension Endorsement

**Named Insured** is an **Insured** with respect to its interest in such joint venture, partnership or limited liability company but only to the extent that:

- a. any offense giving rise to **personal and advertising injury** occurred prior to such termination date, and the **personal and advertising injury** arising out of such offense, first occurred after such termination date;
- b. the **bodily injury** or **property damage** first occurred after such termination date; and
- c. there is no other valid and collectible insurance purchased specifically to insure the partnership, joint venture or limited liability company.

### 11. LEGAL LIABILITY – DAMAGE TO PREMISES

- A. Under **COVERAGES, Coverage A – Bodily Injury and Property Damage Liability**, the paragraph entitled **Exclusions** is amended to delete the first paragraph immediately following subparagraph (6) of the **Damage to Property** exclusion and replace it with the following:

Paragraphs (1), (3) and (4) of this exclusion do not apply to **property damage** (other than damage by fire, lightning, explosion, smoke or leakage from automatic fire protective systems) to premises rented to the **Named Insured** or temporarily occupied by the **Named Insured** with the permission of the owner, nor to the contents of premises rented to the **Named Insured** for a period of 7 or fewer consecutive days. A separate limit of insurance applies to Damage To Premises Rented To You as described in **LIMITS OF INSURANCE**.

- B. Under **COVERAGES, Coverage A – Bodily Injury and Property Damage Liability**, the paragraph entitled **Exclusions** is amended to delete its last paragraph and replace it with the following:

Exclusions c. through n. do not apply to damage by fire, lightning, explosion, smoke or leakage from automatic fire protective systems to premises while rented to a **Named Insured** or temporarily occupied by a **Named Insured** with permission of the owner, nor to damage to the contents of premises rented to a **Named Insured** for a period of 7 or fewer consecutive days.

A separate limit of insurance applies to this coverage as described in the **LIMITS OF INSURANCE** Section.

- C. **LIMITS OF INSURANCE** is amended to delete Paragraph 6. (the Damage To Premises Rented To You Limit) and replace it with the following:

6. Subject to Paragraph 5. above, (the Each Occurrence Limit), the Damage To Premises Rented To You Limit is the most the Insurer will pay under **COVERAGE A** for **damages** because of **property damage** to:

- a. any one premises while rented to a **Named Insured** or temporarily occupied by a **Named Insured** with the permission of the owner; and
- b. contents of such premises if the premises is rented to the **Named Insured** for a period of 7 or fewer consecutive days.

The Damage To Premises Rented To You Limit is \$500,000. unless a higher Damage to Premises Rented to You Limit is shown in the Declarations.

- D. The **Other Insurance** Condition is amended to delete Paragraph b.(1)(a)(ii), and replace it with the following:

- (ii) That is property insurance for premises rented to a **Named Insured**, for premises temporarily occupied by the **Named Insured** with the permission of the owner; or for personal property of others in the **Named Insured's** care, custody or control;

- E. This Provision 11. does not apply if liability for damage to premises rented to a **Named Insured** is excluded by another endorsement attached to this **Coverage Part**.



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## Technology General Liability Extension Endorsement

### 12. MEDICAL PAYMENTS

A. **LIMITS OF INSURANCE** is amended to delete Paragraph 7. (the Medical Expense Limit) and replace it with the following:

7. Subject to Paragraph 5. above (the Each Occurrence Limit), the Medical Expense Limit is the most the Insurer will pay under **Coverage C – Medical Payments** for all medical expenses because of **bodily injury** sustained by any one person. The Medical Expense Limit is the greater of:

- (1) \$15,000 unless a different amount is shown here: ; or
- (2) the amount shown in the Declarations for Medical Expense Limit.

B. Under **COVERAGES**, the **Insuring Agreement of Coverage C – Medical Payments** is amended to replace Paragraph 1.a.(3)(b) with the following:

(b) The expenses are incurred and reported to the Insurer within three years of the date of the accident; and

### 13. NON-OWNED AIRCRAFT

Under **COVERAGES, Coverage A – Bodily Injury and Property Damage Liability**, the paragraph entitled **Exclusions** is amended as follows:

The exclusion entitled **Aircraft, Auto or Watercraft** is amended to add the following:

This exclusion does not apply to an aircraft not owned by any **Named Insured**, provided that:

1. the pilot in command holds a currently effective certificate issued by the duly constituted authority of the United States of America or Canada, designating that person as a commercial or airline transport pilot;
2. the aircraft is rented with a trained, paid crew to the **Named Insured**; and
3. the aircraft is not being used to carry persons or property for a charge.

### 14. NON-OWNED WATERCRAFT

Under **COVERAGES, Coverage A – Bodily Injury and Property Damage Liability**, the paragraph entitled **Exclusions** is amended to delete subparagraph (2) of the exclusion entitled **Aircraft, Auto or Watercraft**, and replace it with the following.

This exclusion does not apply to:

- (2) a watercraft that is not owned by any **Named Insured**, provided the watercraft is:
  - (a) less than 75 feet long; and
  - (b) not being used to carry persons or property for a charge.

### 15. PERSONAL AND ADVERTISING INJURY–DISCRIMINATION OR HUMILIATION

A. Under **DEFINITIONS**, the definition of **personal and advertising injury** is amended to add the following tort:

- Discrimination or humiliation that results in injury to the feelings or reputation of a natural person.

B. Under **COVERAGES, Coverage B – Personal and Advertising Injury Liability**, the paragraph entitled **Exclusions** is amended to:

1. delete the Exclusion entitled **Knowing Violation Of Rights Of Another** and replace it with the following:

This insurance does not apply to:

CNA74872XX (1-15)

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Nat'l Fire Ins Co of Hartford

Insured Name: SMILE BUSINESS PRODUCTS INC

Policy No: 6049814783

Endorsement No: 4

Effective Date:





CNA PARAMOUNT

## Technology General Liability Extension Endorsement

### Knowing Violation of Rights of Another

**Personal and advertising injury** caused by or at the direction of the **Insured** with the knowledge that the act would violate the rights of another and would inflict **personal and advertising injury**. This exclusion shall not apply to discrimination or humiliation that results in injury to the feelings or reputation of a natural person, but only if such discrimination or humiliation is not done intentionally by or at the direction of:

(a) the **Named Insured**; or

(b) any **executive officer**, director, stockholder, partner, member or manager (if the **Named Insured** is a limited liability company) of the **Named Insured**.

2. add the following exclusions:

This insurance does not apply to:

#### Employment Related Discrimination

Discrimination or humiliation directly or indirectly related to the employment, prospective employment, past employment or termination of employment of any person by any **Insured**.

#### Premises Related Discrimination

**discrimination or humiliation** arising out of the sale, rental, lease or sub-lease or prospective sale, rental, lease or sub-lease of any room, dwelling or premises by or at the direction of any **Insured**.

Notwithstanding the above, there is no coverage for fines or penalties levied or imposed by a governmental entity because of discrimination.

The coverage provided by this **PERSONAL AND ADVERTISING INJURY –DISCRIMINATION OR HUMILIATION** Provision does not apply to any person or organization whose status as an **Insured** derives solely from

- Provision 1. **ADDITIONAL INSURED** of this endorsement; or
- attachment of an additional insured endorsement to this **Coverage Part**.

### 16. PERSONAL AND ADVERTISING INJURY - LIMITED CONTRACTUAL LIABILITY

A. Under **COVERAGES**, **Coverage B –Personal and Advertising Injury Liability**, the paragraph entitled **Exclusions** is amended to delete the exclusion entitled **Contractual Liability** and replace it with the following:

This insurance does not apply to:

#### Contractual Liability

**Personal and advertising injury** for which the **Insured** has assumed liability in a contract or agreement.

This exclusion does not apply to liability for **damages**:

- (1) that the **Insured** would have in the absence of the contract or agreement; or
- (2) assumed in a contract or agreement that is an **insured contract** provided the offense that caused such **personal or advertising injury** first occurred subsequent to the execution of such **insured contract**. Solely for the purpose of liability assumed in an **insured contract**, reasonable attorney fees and necessary litigation expenses incurred by or for a party other than an **Insured** are deemed to be **damages** because of **personal and advertising injury** provided:
  - (a) liability to such party for, or for the cost of, that party's defense has also been assumed in such **insured contract**; and
  - (b) such attorney fees and litigation expenses are for defense of such party against a civil or alternative dispute resolution proceeding in which covered **damages** are alleged.



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### Technology General Liability Extension Endorsement

- B. Solely for the purpose of the coverage provided by this paragraph, **DEFINITIONS** is amended to delete the definition of **insured contract** in its entirety, and replace it with the following:

**Insured contract** means that part of a written contract or written agreement pertaining to the **Named Insured's** business under which the **Named Insured** assumes the tort liability of another party to pay for **personal or advertising injury** arising out of the offense of false arrest, detention or imprisonment. Tort liability means a liability that would be imposed by law in the absence of any contract or agreement.

- C. Solely for the purpose of the coverage provided by this paragraph, the following changes are made to the Section entitled **SUPPLEMENTARY PAYMENTS- COVERAGES A AND B**:

1. Paragraph **2.d.** is replaced by the following:

d. The allegations in the **suit** and the information the Insurer knows about the offense alleged in such **suit** are such that no conflict appears to exist between the interests of the **Insured** and the interests of the indemnitee;

2. The first unnumbered paragraph beneath Paragraph **2.f.(2)(b)** is deleted and replaced by the following:

So long as the above conditions are met, attorneys fees incurred by the Insurer in the defense of that indemnitee, necessary litigation expenses incurred by the Insurer, and necessary litigation expenses incurred by the indemnitee at the Insurer's request will be paid as **defense costs**. Notwithstanding the provisions of Paragraph **e.(2)** of the Contractual Liability exclusion (as amended by this Endorsement), such payments will not be deemed to be **damages** for **personal and advertising injury** and will not reduce the limits of insurance.

- D. This **PERSONAL AND ADVERTISING INJURY - LIMITED CONTRACTUAL LIABILITY** Provision does not apply if **Coverage B -Personal and Advertising Injury Liability** is excluded by another endorsement attached to this **Coverage Part**.

#### 17. PROPERTY DAMAGE- ELEVATORS

A. Under **COVERAGES, Coverage A - Bodily Injury and Property Damage Liability**, the paragraph entitled **Exclusions** is amended such that the **Damage to Your Product** Exclusion and subparagraphs **(3), (4)** and **(6)** of the **Damage to Property** Exclusion do not apply to **property damage** that results from the use of elevators.

B. Solely for the purpose of the coverage provided by this **PROPERTY DAMAGE - ELEVATORS** Provision, the **Other Insurance** conditions is amended to add the following paragraph:

This insurance is excess over any of the other insurance, whether primary, excess, contingent or on any other basis that is Property insurance covering property of others damaged from the use of elevators.

#### 18. SUPPLEMENTARY PAYMENTS

The section entitled **SUPPLEMENTARY PAYMENTS- COVERAGES A AND B** is amended as follows:

A. Paragraph **1.b.** is amended to delete the \$250 limit shown for the cost of bail bonds and replace it with a \$5,000. limit; and

B. Paragraph **1.d.** is amended to delete the limit of \$250 shown for daily loss of earnings and replace it with a \$1,000. limit.

#### 19. PROPERTY DAMAGE - PATTERNS MOLDS AND DIES

Under **COVERAGES, Coverage A - Bodily Injury and Property Damage Liability**, the paragraph entitled **Exclusions** is amended to delete subparagraphs **(3)** and **(4)** of the Exclusion entitled **Damage to Property**, but only with respect to patterns, molds or dies that are in the care, custody or control of the **Insured**, and only if such patterns, molds or dies are not being used to perform operations at the time of loss. A limit of insurance of \$25,000 per **policy period** applies to this **PROPERTY DAMAGE - PATTERNS MOLDS AND DIES** coverage, and this limit:

CNA74872XX (1-15)

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Nat'l Fire Ins Co of Hartford

Insured Name: SMILE BUSINESS PRODUCTS INC

Policy No: 6049814783

Endorsement No: 4

Effective Date:





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### Technology General Liability Extension Endorsement

- A. is included within the General Aggregate Limit as described in **LIMITS OF INSURANCE**; and
- B. applies excess over any valid and collectible property insurance available to the **Insured**, including any deductible applicable to such insurance; the **Other Insurance** condition is changed accordingly.

#### 20. UNINTENTIONAL FAILURE TO DISCLOSE HAZARDS

If the **Named Insured** unintentionally fails to disclose all existing hazards at the inception date of the **Named Insured's Coverage Part**, the Insurer will not deny coverage under this **Coverage Part** because of such failure.

#### 21. WAIVER OF SUBROGATION - BLANKET

Under **CONDITIONS**, the condition entitled **Transfer Of Rights Of Recovery Against Others To Us** is amended to add the following:

The Insurer waives any right of recovery the Insurer may have against any person or organization because of payments the Insurer makes for injury or damage arising out of:

1. the **Named Insured's** ongoing operations; or
2. **your work** included in the **products-completed operations hazard**.

However, this waiver applies only when the **Named Insured** has agreed in writing to waive such rights of recovery in a written contract or written agreement, and only if such contract or agreement:

1. is in effect or becomes effective during the term of this **Coverage Part**; and
2. was executed prior to the **bodily injury, property damage or personal and advertising injury** giving rise to the **claim**.

All other terms and conditions of the Policy remain unchanged.

This endorsement, which forms a part of and is for attachment to the Policy issued by the designated Insurers, takes effect on the effective date of said Policy at the hour stated in said Policy, unless another effective date is shown below, and expires concurrently with said Policy.



**Workers Compensation And Employers Liability Insurance  
Policy Endorsement**

**WAIVER OF OUR RIGHT TO RECOVER FROM OTHERS ENDORSEMENT**

We have the right to recover our payments from anyone liable for an injury covered by this policy. We will not enforce our right against the person or organization named in the Schedule.

This agreement shall not operate directly or indirectly to benefit anyone not named in the Schedule.

**Schedule**

Any Person or Organization on whose behalf you are required to obtain this waiver of our right to recover from under a written contract or agreement.

The premium charge for the endorsement is reflected in the Schedule of Operations.

All other terms and conditions of the policy remain unchanged.

This endorsement, which forms a part of and is for attachment to the policy issued by the designated Insurers, takes effect on the Policy Effective Date of said policy at the hour stated in said policy, unless another effective date (the Endorsement Effective Date) is shown below, and expires concurrently with said policy unless another expiration date is shown below.

Form No: WC 00 03 13 (04-1984)

Endorsement Effective Date:

Endorsement Expiration Date:

Policy No: WC 6 49814802

Policy Effective Date:

Policy Page: 22 of 32

Endorsement No: 3; Page: 1 of 1

Underwriting Company: The Continental Insurance Company, 151 N Franklin St, Chicago, IL 60606



**Workers Compensation And Employers Liability Insurance**  
**Policy Endorsement**

**BLANKET WAIVER OF OUR RIGHT TO RECOVER FROM OTHERS**

This endorsement changes the policy to which it is attached.

It is agreed that **Part One - Workers' Compensation Insurance G. Recovery From Others** and **Part Two - Employers' Liability Insurance H. Recovery From Others** are amended by adding the following:

We will not enforce our right to recover against persons or organizations. (This agreement applies only to the extent that you perform work under a written contract that requires you to obtain this agreement from us.)

**PREMIUM CHARGE** - Refer to the Schedule of Operations

The charge will be an amount to which you and we agree that is a percentage of the total standard premium for California exposure. The amount is 2%.

All other terms and conditions of the policy remain unchanged.

This endorsement, which forms a part of and is for attachment to the policy issued by the designated Insurers, takes effect on the Policy Effective Date of said policy at the hour stated in said policy, unless another effective date (the Endorsement Effective Date) is shown below, and expires concurrently with said policy unless another expiration date is shown below.

Form No: G-19160-B (11-1997)

Endorsement Effective Date:

Endorsement No: 2; Page: 1 of 1

Underwriting Company: The Continental Insurance Company, 151 N Franklin St, Chicago, IL 60606

Endorsement Expiration Date:

Policy No: WC 6 49814816

Policy Effective Date:

Policy Page: 31 of 45

**EXHIBIT C  
PRICING**

*(Intentionally left blank, see attached documents)*

Table 1 - Prior-Year Expenditures for Smile Business Products

<b>Expenditure Description</b>	<b>FY 2018-19</b>	<b>FY 2019-20</b>	<b>FY 2020-21</b>
Annual Maintenance	\$ 185,828	\$ 196,445	\$ 209,201
Monthly Maintenance Expense	\$ 15,486	\$ 16,370	\$ 17,433
New and Replacement Equipment	\$ 72,926	\$ -	\$ 5,691
<b>Total</b>	<b>\$ 258,754</b>	<b>\$ 196,445</b>	<b>\$ 214,892</b>

Table 2 - Estimated Future Cost

<b>Expenditure Description</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Optional 1 yr extension</b>	<b>Estimated Total</b>
Annual Maintenance*	\$ 196,886	\$ 206,730	\$ 217,066	\$ 227,920	\$ 239,316	\$ 1,087,918
Monthly maintenance expense	\$ 16,407	\$ 17,227	\$ 18,089	\$ 18,993	\$ 19,943	\$ 90,660
Additional Estimated Charges**	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 50,000
New and Replacement Equipment***	\$ 253,000	\$ 297,000	\$ 22,000	\$ 99,000	\$ 22,000	\$ 693,000
New and Replacement Units	23	27	2	9	2	63
<b>Total</b>	<b>\$ 459,886</b>	<b>\$ 513,730</b>	<b>\$ 249,066</b>	<b>\$ 336,920</b>	<b>\$ 271,316</b>	<b>\$ 1,921,578</b>

\* See Attachment A - Agreement with Sharp Electronics Corporation

\*\* Additional estimated costs for supplies not included in the contract (e.g. toner waste boxes)

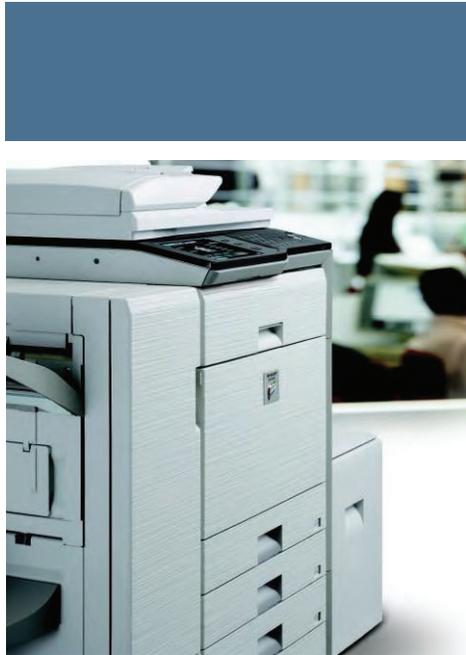
\*\*\* Replacement costs budgeted at \$11,000 per unit

Department	Asset Tag	Serial Number	VEID	Model	Install Date	Comments	2024-2022 Renewal	2023-2022 Color CPC	Color Allotment	2023-2022 Block CPC	Block Allotment	Smile Support	2024-2022 Total Monthly Cost	2024-2022 Estimated Annual Overages	2021-2022 Total Annual (Base & Overages)	2021-2022 Total Annual Cost with Overages & Smile Support	2021-2022 Total Annual Cost with Support, & Tax
Administrative Services	36624	65027953	86235	MX-5141N	06/02/14		\$ 471.59	\$ 0.12445	3,000	\$ 0.01947	5,000	\$ 16.05	\$ 487.63	\$ 1,000.00	\$ 5,259.02	\$ 5,951.61	\$ 181.41
Administrative Services	37742	55001066	87611	MX-5141N	09/16/20		\$ 118.64	\$ 0.07744	2,000	\$ 0.01210	7,000	\$ 9.95	\$ 128.59	\$ 3,000.00	\$ 4,432.62	\$ 4,549.27	\$ 116.65
Administrative Services	37946	55001258	89033	MX-5141N	03/03/21		\$ 93.00	\$ 0.07040	3,000	\$ 0.01100	7,000	\$ 9.95	\$ 99.10	\$ 5,000.00	\$ 4,089.74	\$ 4,248.84	\$ 159.10
Administrative Services	38138	55001935	87467	MX-5141N	07/05/20		\$ 245.38	\$ 0.09855	2,000	\$ 0.01464	3,000	\$ 12.26	\$ 257.64	\$ 2,000.00	\$ 4,884.91	\$ 5,093.99	\$ 209.08
Administrative Services	38350	65001814	88493	MX-5141N	08/25/21		\$ 239.85	\$ 0.08400	3,000	\$ 0.01880	2,300	\$ -	\$ 228.43	\$ 1,800.00	\$ 4,953.46	\$ 5,183.31	\$ 229.85
Administrative Services	38811	65002076	88120	MX-5070N	03/07/22		\$ 197.00	\$ 0.06600	2,500	\$ 0.00950	6,000	\$ -	\$ 197.00	\$ 4,000.00	\$ 2,784.00	\$ 2,784.00	\$ -
City Attorney	38310	65000976	88455	MX-5070N	09/08/22		\$ 65.04	\$ 0.00987	7,000	\$ 0.00987	7,000	\$ -	\$ 65.04	\$ 500.00	\$ 830.48	\$ 830.48	\$ -
City Attorney	38634	65100948	88142	MX-5070N	03/10/17		\$ 197.00	\$ 0.06600	2,500	\$ 0.00950	6,000	\$ -	\$ 197.00	\$ 800.00	\$ 3,164.00	\$ 3,164.00	\$ -
City Clerk	38730	76027922	89453	MX-5070N	04/05/17		\$ 197.00	\$ 0.06600	2,500	\$ 0.00950	6,000	\$ -	\$ 197.00	\$ 1,000.00	\$ 2,464.00	\$ 2,464.00	\$ -
City Manager	38055	65011683	89448	MX-5141N	04/27/16		\$ 260.65	\$ 0.07040	3,000	\$ 0.01210	2,600	\$ 0	\$ 270.60	\$ 3,000.00	\$ 6,272.74	\$ 6,447.14	\$ 174.40
City Manager	30075	65011683	89838	MX-5141N	06/02/17		\$ -	\$ 0.05500	0	\$ 0.01310	0	\$ -	\$ -	\$ 1,200.00	\$ -	\$ 1,200.00	\$ -
City Manager	42449	65001563	86887	MX-3071	07/20/20		\$ 76.25	\$ 0.04560	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 500.00	\$ 965.00	\$ 965.00	\$ -
Community Development	38165	65100522	86437	MX-5141N	05/16/21		\$ 433.46	\$ 0.06336	6,000	\$ 0.01210	3,500	\$ 9.95	\$ 443.41	\$ 1,000.00	\$ 5,420.86	\$ 5,420.86	\$ -
Community Development	38205	65004378	88778	MX-5141N	06/30/21		\$ 297.28	\$ 0.07040	3,500	\$ 0.01210	3,000	\$ 9.95	\$ 307.23	\$ 500.00	\$ 4,067.30	\$ 4,186.70	\$ 119.40
Community Development	38340	65003244	88720	MX-5070N	10/12/21		\$ 140.00	\$ 0.06600	2,500	\$ 0.00950	6,000	\$ -	\$ 140.00	\$ 3,000.00	\$ 1,980.00	\$ 1,980.00	\$ -
Community Development	38722	65022368	88169	MX-5070N	03/29/22		\$ 45.00	\$ 0.00950	5,000	\$ 0.00950	5,000	\$ -	\$ 45.00	\$ 800.00	\$ 640.00	\$ 640.00	\$ -
Community Services - Library Services	38630	65109458	88121	MX-5070N	03/08/22		\$ 197.00	\$ 0.06600	2,500	\$ 0.00950	6,000	\$ -	\$ 197.00	\$ 1,000.00	\$ 3,164.00	\$ 3,164.00	\$ -
Community Services - Fair Oaks Library	40108	65003146	87198	MX-3070V	03/27/17		\$ 86.50	\$ 0.06600	1,000	\$ 0.00950	3,000	\$ -	\$ 86.50	\$ 1,000.00	\$ 1,188.00	\$ 1,188.00	\$ -
Community Services - Van Buren	40135	65008979	87135	MX-3070V	10/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40136	65008979	87136	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40137	65008979	87137	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40138	65008979	87138	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40139	65008979	87139	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40140	65008979	87140	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40141	65008979	87141	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40142	65008979	87142	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40143	65008979	87143	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40144	65008979	87144	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40145	65008979	87145	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40146	65008979	87146	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40147	65008979	87147	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40148	65008979	87148	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40149	65008979	87149	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40150	65008979	87150	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40151	65008979	87151	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40152	65008979	87152	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40153	65008979	87153	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40154	65008979	87154	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40155	65008979	87155	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40156	65008979	87156	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40157	65008979	87157	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40158	65008979	87158	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40159	65008979	87159	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40160	65008979	87160	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40161	65008979	87161	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40162	65008979	87162	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40163	65008979	87163	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40164	65008979	87164	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40165	65008979	87165	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40166	65008979	87166	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40167	65008979	87167	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40168	65008979	87168	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40169	65008979	87169	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40170	65008979	87170	MX-3070V	11/29/23		\$ 76.25	\$ 0.06600	1,250	\$ 0.00770	2,500	\$ -	\$ 76.25	\$ 1,000.00	\$ 1,035.00	\$ 1,035.00	\$ -
Community Services - Amador Community Ctr.	40171	65008979	87171	MX-307													



# ONE STOP SHOPPING FOR YOUR OFFICE TECHNOLOGY NEEDS

Complete line of MFPs, Professional Displays and Accessories



**Contract #030321-SEC**  
**7/01/2021 – 4/19/2025**

## Sourcewell

Multi-Function Copiers, Printers and Equipment

Contract # 030321-SEC

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Sharp's awarded Sourcewell Contract for Multifunction Copiers, Printers & Equipment enables our authorized MFP Dealers and direct sales offices, Sharp Business Systems, the ability to offer technology solutions to Sourcewell Members. This overview provides a summary and outline of the essential contract functions and various roles and responsibilities.

## I) CONTRACT OVERVIEW

### A. CONTRACT NUMBER

030321-SEC

### B. CONTRACT TERM

7/01/21 – 4/19/25

### C. GUARANTEED DELIVERY

1. 14 Business Days ARO
2. FOB Destination within 25 miles of Authorized Dealer or SBS location

### D. ORDERING ADDRESS

SHARP ELECTRONICS CORPORATION  
c/o Local Authorized Dealer OR  
Sharp Business Systems (Insert Name)  
100 Paragon Drive, Box Q  
Montvale, NJ 07645

Contact:

[snapcustomerservice@sharpsec.com](mailto:snapcustomerservice@sharpsec.com)

## II) CONTRACT SCOPE

### A. USAGE & TERM

This contract may be used by any Sourcewell Member. Membership is open to State Governments & Political Subdivisions; Non-profit/tax-exempt Schools, Colleges and Universities; Non-profit/tax-exempt Hospitals and other Non-profit/tax-exempt Organizations.

[Click here to become a member](#)

## B. AWARDED PRODUCT OFFERINGS

1. Multifunction Copiers and Printers
2. AQUOS BOARD Interactive and Professional Displays
3. Customized Software Solutions

## III) CONTRACT PRICING

### A. EQUIPMENT

The basis for Sourcewell pricing is calculated on a percentage discount from Manufacturer Suggested Retail Price. Mainframe & Accessory discounts may differ.

### SHIPPING CHARGES

All deliveries are F.O.B. destination as freight and handling charges are calculated into the pricing schedules. Portions of an order shipped due to back-orders are shipped at no charge.

### B. PRICING

**CEILING PRICING** – The contract award is based upon ceiling pricing which may not be exceeded.

### C. START-UP SUPPLIES

Start-up Supplies are NOT included. Installing local authorized dealer or Sharp SBS may charge for start-up supplies.

**IV) ACQUISITION METHODS****A. PURCHASE****B. FINANCING OPTIONS**

Financing options may be offered directly by Sharp authorized dealers or SBS locations. Specific terms should be reviewed and approved by the Sourcewell member.

**V) ORDER DOCUMENTATION****A. DOCUMENTATION****PURCHASE ORDER REQUIREMENT**

Purchase Orders must contain the following:

- Dealer (or SBS Branch) Name, Address, Email & Phone
- End User Name, Address, Contact, Email & Phone
- Itemized list of equipment and accessories with Contract Pricing
- Signed Lease Agreement, if applicable
- Tax-Exempt form where applicable

**FINANCING OPTION**

In addition to the requirements above, additional terms and conditions related to the agreed upon financing must be incorporated into the Purchase Order OR a signed finance document must accompany the Purchase Order.

**B. PAYMENT TERMS**

Payment terms: Net 30 days

**VI) DELIVERY, INSTALLATION, MOVES****DELIVERY**

Sourcewell member will confirm delivery, installation and acceptance of all products covered by each order, by signing a Delivery and Acceptance Certificate (D&A) which shows acceptance of the product(s) and allows local authorized dealer or SBS location to invoice for the product(s).

**INSTALLATION**

Purchase price includes standard installation within 25 mile radius of Authorized Dealer or Branch Location.

**EXCESSIVE INSTALLATION**

Installing local authorized dealer or SBS location may charge for excessive installation requirements, including rigging, access alterations, and access to non-ground floors via stairs. Any such excessive installation charges must be quoted to the Sourcewell member prior to the signature of any Order and shall be based on the actual expenditures.

**NETWORK INSTALLATION**

Network installation includes configuration of the Device for the proper network protocols, and installation of the appropriate print drivers on up to five (5) computers per device. Requests for network installation on additional devices will be negotiated between the Sourcewell member and the servicing local authorized dealer or SBS location.

### **EQUIPMENT MOVES**

Cost for equipment moves is dependent upon the distance of the move and the size of unit. One move (per life of installation) within the same building is provided at no charge. All other equipment moves will be negotiated and a cost estimate will be provided to the requesting Sourcewell member.

### **CUSTOMER TRAINING**

Local authorized dealer or SBS location will provide 2-4 hours on-site initial training, depending on model and number of key operator participants. Additional training will be negotiated, and a cost estimate will be provided to the requesting Sourcewell member.

## **VII) SERVICE PROVISIONS**

### **A. WARRANTIES & DOWNTIME**

#### **WARRANTY**

Standard warranty is 90-days for all products offered, beginning with the date of acceptance of delivery. In addition, Sharp provides a Three Year Performance Guarantee for all orders placed under Sourcewell Contract 030321-SEC.

#### **REPLACEMENT OF EQUIPMENT**

If the MFP is not performing within the machine's design specifications and cannot be repaired by the Authorized Sharp Dealer and Sharp Service Technician, Sharp will replace the equipment with a like model with comparable features at no additional cost per the terms of the Three Year Performance Guarantee.

The 3-Year Performance Guarantee begins at the date of installation. All equipment must be maintained under a full Service Maintenance Agreement with a Sharp Authorized Dealer or SBS location, and operated using only genuine Sharp supplies and parts.

This guarantee applies to all products procured through and billed under the Sourcewell contract and is not applicable to equipment that has been damaged by accident or misuse, including improper voltage. If it is determined that the equipment was maintained using other than genuine Sharp supplies and parts, the 3-Year Performance Guarantee will no longer be valid.

### **LOANERS**

If any Device is inoperable for more than (8) hours due to equipment malfunction, a Service Technician will determine if a Service Loaner is necessary. If required, a loaner device of similar speed and capabilities will be provided within (2) Business Days by the local authorized dealer or SBS location until such time as the inoperable device is operable.

### **B. SERVICE ZONES**

#### **STANDARD URBAN SERVICE**

Service rates are calculated based on service zones. Standard Urban Service applies to units located within 25 miles from a service provider.

#### **RURAL SERVICE**

For units located 25 miles+ from a service provider, additional rates may apply.

## **VIII) SERVICE BILLING OPTIONS & METER COLLECTION**

### **PURCHASED / FINANCED EQUIPMENT**

Sourcewell service and supply pricing includes all parts, labor and consumables, except staples and paper.

Sourcewell Members may source a customized service contract directly from the installing Authorized Sharp Dealer or SBS Branch Location.

### **SERVICE ESCALATION**

Annual maintenance agreement pricing may be increased up to 5% by the servicing Sharp Dealer or SBS Branch. This price adjustment will be based upon market conditions, age of equipment and potential price increases of parts and supplies.

### **METER COLLECTION**

Meter read collection instructions will be presented during the installation / training process.

## **IX) END OF TERM RELATED ISSUES**

### **SECURITY/END OF LIFE**

Sharp's End-Of-Lease feature is standard on all advanced series MFPs. This feature ensures that all data is overwritten before returning, or relinquishing control of the MFP. After the erasing process is completed, the MFP will be rebooted automatically and a completion report can be printed.

### **HARD DRIVE REMOVAL / REPLACEMENT**

As directed, the authorized servicing dealer or SBS location will remove the hard drive upon written direction from the Sourcewell member.

The hard drive will be provided to the Sourcewell member for their disposal. The cost of hard drive removal and replacement is \$350 per device.

## **X) CONTRACT DOCUMENTATION**

Contract information is provided on [Sharp's customized Sourcewell website](#).

### **CONTRACT QUESTIONS AND PRICING:**

[Government and Major Account Manager Listing](#)



Selling Dealer Information		Customer Information	
Dealership	_____	Account Name	_____
Account #	_____	Member ID	_____ (Required)
		Member ID Lookup	<a href="#">Sourcewell Vendor Portal</a>
Address	_____	Contact	_____
City, State Zip	_____	Delivery Address	_____
Phone	_____	City State Zip	_____
Email	_____	Phone	_____
		Email	_____

**Purchase Order Information**

Dealer PO # \_\_\_\_\_ Customer PO # (if applicable) \_\_\_\_\_

Model #	Unit Price	Qty	Price Extension
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
<b>TOTAL</b>			<b>\$0.00</b>

**DEALER & CUSTOMER SIGNATURE REQUIRED PRIOR TO ORDER PLACEMENT**

Dealer Printed Name	Customer Printed Name
X _____	X _____
Dealer Signature & Date	Customer Signature & Date

**ADDITIONAL INFORMATION**

End User PO Attached  YES  NO  
*(Customer signature required if PO isn't attached)*

**Payment** (please select ONE)

Bill End User  
 Bill Dealer / Certified Channel Reseller  
 Financed Order  
Financed Orders require copies of lease documents. If it is intended for the Lease Company to pay Sharp directly, a Pay Proceeds Document is required. Note that lender is subject to credit approval.

**Dealer Ship To Information** (specify if different from above)

Ship to Dealer \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Acct # \_\_\_\_\_



**SHARP®**

**Color Multifunction Copiers & Printers**

## MX-C250 Desktop Color Document Systems

The MX-C250 desktop color document system is designed to be compact and powerful, bringing performance and productivity to individuals and small workgroups. This model is capable of output speeds of up to 25 pages per minute (PPM), regardless of whether you're working with monochrome or color documents. It offers print, copy, scan and fax features that enhance day-to-day workflows. The compact size of the MX-C250 enables it to fit into tight workspaces without sacrificing the advanced technology that provides professional quality output. Sharpdesk Mobile compatibility offers cutting edge mobile scanning and printing that connects the MX-C250 to mobile products such as iPad®, iPhone®, Android™, Windows® 8, or Windows® RT devices. The compact design of the MX-C250 was achieved using breakthrough technologies developed internally by Sharp, which include a high performance lens, downsized scanning unit, side-by-side toner cartridges and a reduction in overall parts. These technologies have helped Sharp offer one of the lowest costs-per-copy (CPC) in this category.

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## Features at a glance

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- ◆ Productive Printing and Copying 25 PPM/CPM
- ◆ Paper capacity maximum: 800 sheets (letter and legal)
  - Standard 250 sheet paper drawer and 50 sheet bypass tray
  - Optional: 500 sheet letter/statement drawer
- ◆ PCL®6 / Postscript® 3 network printing for both PC and Mac printing environments
- ◆ 35 Page Single Pass Document Feeder
- ◆ Standard Auto Duplex Printing
- ◆ Sharpdesk Mobile offers powerful, mobile scanning and printing for users' mobile products including iPad, iPhone, Android, Windows 8 and Window RT devices
- ◆ Compact Design: does not require a special cabinet and easily fits into today's small office environments
- ◆ High Quality 600 x 600 dpi copy and print
- ◆ Simplified user interface utilizing a 5-line LCD operation panel
- ◆ Full Color Scanning to E-mail, FTP Server, network folder, USB memory or desktop
- ◆ Front USB port for easy scan to USB memory or printing from USB
- ◆ ID card shot feature for easy copying of insurance cards, credit cards or drivers license
- ◆ IPv6 support ensures the latest compatibility with network environments
- ◆ Dimensions 17" x 20" x 15 3/4" (fully configured)





## Sourcewell Contract #030321-SEC

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-C250</b>	25 PPM B&W / 25 PPM Color Desktop Printer includes a multitasking controller, 35 sheet single pass feeder, PCL <sup>®</sup> 6/PostScript <sup>®</sup> 3 compatible printing systems, network scanning, auto duplexing, one 250 sheet paper drawer and 50 sheet bypass tray.	\$1,102.00

**Options & Accessories****Tray Options**

MX-CS11	500 Sheet Paper Drawer	\$193.00
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**Cabinet Options**

MX-25ABD	Deluxe Cabinet with door and storage	64.00
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**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**MX-C250 Desktop Color Document Systems**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXC300WTonerKit	Toner Kit - B/C/M/Y Toner <i>(MX-C30NTB, MX-C30NTC, MX-C30NTM &amp; MX-C30NTY)</i>	-	-	\$209.00
MXC300WSupplyKit	Color Supply Replenishment Kit <i>(MX-C30NTB, MX-C30NTC, MX-30NTM, MX-C30NTY, MX-30NVB, MX-C30NVC, MX-C30NVM &amp; MX-C30NVY)</i>	-	-	529.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>			
MX-C250 - color	0	\$0.0610			
MX-C250 - black	0	\$0.0139			

	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-C250 - color	500	\$26.55	\$0.0531	\$31.85	\$0.0637
MX-C250 - black	1,000	\$12.10	\$0.0121	\$14.50	\$0.0145

## MX-C303W /MX-C304W Desktop Color Document Systems

The MX-C303W Essentials Series and MX-C304W Advanced Series desktop color document systems deliver crisp, high-quality output with exceptional ease of use. These multifunction printers (MFPs) provide customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Designed with high-performance features typically found on larger machines, the compact MX-C303W and MX-C304W deliver the productivity you need with the performance and reliability you want.

Sharp's award-winning touchscreen display offers a user-friendly graphical interface with simplified Easy Modes, integrated user guides and quick access to network services. Sharp's MFP Voice feature, available on these models, allows you to interact with the machine with the power of natural language. In addition, these models integrate seamlessly with today's complex network environments and support popular cloud services and mobile technologies. Sharp's Application Portal (coming Spring 2019) will allow administrators to add new apps or update existing apps right from the MFP.

The compact MX-C303W and MX-C304W Desktop Color Document Systems offer a strong set of standard workflow features that are often optional on competitive models. These models are also equipped with leading-edge security features that help businesses protect their data and personal information from the first day of operation to the time of trade-in. When you are ready to trade the machine in, a convenient End-of-Lease feature can erase all data and personal information, as well as print a confirmation report.

## Features at a glance

- ◆ Productive Printing and Copying 30 PPM/CPM
- ◆ Paper capacity maximum: 300 sheets (letter and legal)
  - Standard 250 sheet paper drawer and 50 sheet bypass tray
  - Optional: 600 sheet letter/statement/legal drawer
- ◆ Network ready PCL<sup>®</sup>6 and Adobe<sup>®</sup> PostScript<sup>®</sup> 3<sup>™</sup> printing systems deliver crisp, clear documents
- ◆ 50 Page Reversing Single Pass Document Feeder (MX-C303W)
- ◆ 100 Page Duplexing Single Pass Document Feeder (MX-C304W)
- ◆ Built-in Optical Character Recognition (OCR) function can convert scanned documents to text-searchable PDF format, Microsoft<sup>®</sup> Office file formats and more (standard on MX-C304W)
- ◆ Access popular cloud services, such as Microsoft<sup>®</sup> OneDrive<sup>™</sup> for Business, SharePoint<sup>®</sup> Online, Box.com, Google Drive<sup>™</sup>, Dropbox and more with Sharp's Cloud Connect feature (standard on MX-C304). And with Sharp's Application Portal (coming Spring 2019), administrators can add or update apps right from the MFP.
- ◆ Sharp's MFP Voice feature enables users to control the device with simple verbal commands. Experience a hands-free, voice-first interaction powered by Amazon Alexa. (optional hardware required)
- ◆ Compact PDF feature dramatically reduces the file size of most color scanned documents, resulting in decreased network traffic and more efficient use of disk and cloud storage (standard on MX-C304W)
- ◆ Award-winning 7" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions when setting up jobs
- ◆ 500 GB hard drive supports convenient Document Filing System with image preview
- ◆ Direct print Microsoft Word, Powerpoint<sup>®</sup> and Excel<sup>®</sup> files from thumb drives, cloud applications, network folders and more. This function is enabled via Qualcomm<sup>®</sup> DirectOffice<sup>™</sup> technology (standard on MX-C304W).
- ◆ High Quality 600 x 600 dpi copy and print
- ◆ Dimensions: 19 11/32" (w) x 22 3/8" (d) x 22 21/64" (h) - MX-C303W  
19 11/32" (w) x 22 3/8" (d) x 22 1/4" (h) - MX-C304W



MX-C303W shown with optional accessories



**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-C303W</b>	30 PPM B&W / 30 PPM Color Desktop Color Document System includes 7-inch touchscreen, wireless connectivity, multitasking controller, 500 GB HDD with document filing system, PCL@6 and Adobe® PostScript® 3™ networking printing systems, network scanning, fax, 250-sheet paper drawer and 50-sheet multi-bypass tray, 50-sheet reversing single pass feeder (RSPF) and optional Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules. Toner included in box.	\$1,707.00
<b>MX-C304W</b>	30 PPM B&W / 30 PPM Color Desktop Color Document System includes Include 7-inch touchscreen, wireless connectivity, multitasking controller, 500 GB HDD with document filing system, PCL@6 and Adobe® PostScript® 3™ networking printing systems, network scanning, fax, 250-sheet paper drawer and 50-sheet multi-bypass tray, 100-sheet duplex single pass feeder (DSPF) and standard Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules. Toner included in box.	\$1,956.00

**Options & Accessories**

**Tray Options**

MX-CS14N	600 Sheet Paper Drawer	\$94.00
MX-DS22N	High Stand	105.00
MX-DS23N	Low Stand	67.00
MX-XB19	Anti Tip Kit (required if ordering 2 MX-CS14Ns and a MX-DS22N or 4 MX-CS14Ns and a MX-DS23N)	42.00

**Security**

MX-FR61U	Data Security Kit	304.00
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**Sharp OSA®**

MX-AMX2L	OSA Application Communication Module (standard on MX-C304W)	174.00
MX-AMX3L	OSA External Accounting Module (standard on MX-C304W)	94.00

**Print**

MX-PF10	Bar Code Font Kit	287.00
MX-PU10L	Direct Print Expansion Kit (standard on MX-C304W)	443.00
MX-EB19L	Enhanced Compression Kit - Compact PDF - (standard on MX-C304W)	277.00
MX-EB20L	OCR Expansion Kit (standard on MX-C304W)	122.00

**Fax**

MX-FWX1L	Internet Fax Kit	265.00
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**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**MX-C303W /MX-C304W Desktop Color Document Systems**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXC300WTonerKit	Toner Kit - B/C/M/Y Toner (MX-C30NTB, MX-C30NTC, MX-C30NTM & MX-C30NTY)	-	-	\$209.00
MXC303WSupplyKit	Color Supply Replenishment Kit (MX-C30NTB, MX-C30NTC, MX-C30NTM, MX-C30NTY, MX-32NVB, MX-C32NVC, MX-C32NVM & MX-C32NVY)	-	-	529.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>	
	<u>Allowance</u>	<u>Copy Charge</u>
MX-C303W / MX-C304W - color	0	\$0.0610
MX-C303W / MX-C304W - black	0	\$0.0139

	<u>Monthly Copy Allowance</u>	<u>Zone 1</u>		<u>Zone 2</u>	
		<u>Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-C303W / MX-C304W - color	500	\$26.55	\$0.0531	\$31.85	\$0.0637
MX-C303W / MX-C304W - black	1,000	\$12.10	\$0.0121	\$14.50	\$0.0145

## MX-C357F Desktop Color Document System

The MX-C357F desktop color document system delivers crisp, high-quality output with exceptional ease of use. This model provides customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Designed with robust technology and software typically found on larger machines, the compact MX-C357F delivers the productivity you need with the performance and reliability you want in your workplace or home office.

### Features at a glance



- ◆ Productive Printing Speeds up to 35 ppm
- ◆ Standard copy, print, scan and fax capability right out-of-the-box
- ◆ Compact design easily fits into small offices or home workplaces in desktop or console configurations
- ◆ 50 sheet reversing single pass feeder scans at speeds up to 50 images per minute
- ◆ Offers up to five paper sources with available 1,451 sheet maximum paper capacity (letter and legal)
- ◆ 4.3" (diagonal) color touchscreen with adjustable viewing angle offers smooth, tablet-style interaction
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and even notebook computers
- ◆ Supports letter and legal size paper as well as envelopes through the standard paper drawer or bypass tray
- ◆ 1,200 x 1,200 dpi printing delivers crisp, clear images and text page after page
- ◆ Sharp Remote Device Manager (SRDM) allows administrators to have centralized control of the networked MFP in order to simplify installation and management
- ◆ Convenient front-facing USB port for easy direct printing of PDF files from a USB drive without having access to a PC
- ◆ Dimensions 17.4" (w) x 23.1" (d) x 18.2" (h)



MX-C357F shown with optional accessories

**MX-C357F Desktop Color Document System**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-C357F</b>	35 PPM Desktop Color Multi-Function Document System includes multitasking controller, 50-sheet RSPF, PCL 6 and PostScript® 3™ printing systems, network scanning, auto duplexing, 1 x 250-sheet paper drawer, 1-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 3,000 images/cartridge color/ 2,000 images/cartridge black).	\$1,199.00

**Options & Accessories**

**Tray Options**

MX-CS18	550 Sheet Paper Drawer	\$153.00
MX-CS20	650 Sheet Dual Paper Feed Unit	153.00

**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**Supplies**

MX-C35TB	Black Toner Cartridge Estimated 9,000 images @ 5% Image Area/Cartridge	\$80.00
MX-C35TC	Cyan Toner Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge	89.00
MX-C35TM	Magenta Toner Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge	89.00
MX-C35TY	Yellow Toner Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge	89.00
MX-C35DU-B	Black Imaging Kit (includes drum/developer) Estimated Yield - 125,000 Images/Package	186.00
MX-C35DU-S	Black and Color Imaging Kit (includes drum/developer) Estimated Yield - 125,000 Images/Package	246.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>
MX-C357F - color	0	\$0.0856
MX-C357F - black	0	\$0.0193

	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-C357F - color	500	\$37.25	\$0.0745	\$44.70	\$0.0894
MX-C357F - black	500	\$8.40	\$0.0168	\$10.10	\$0.0202

## MX-2651 / MX-3051 / MX-3551 / MX-4051 Networked Digital Color Copier

Sharp's MX-2651, MX-3051, MX-3551, and MX-4051 Essentials Series color document systems are built using the latest technology available to deliver the performance, features and reliability needed in today's busy workplace environments. These MFPs are also easy to use and offer enhanced productivity, all to provide customers with a seamless, intuitive experience, and the confidence in knowing their jobs will come out right the first time, every time. The color document systems also offer leading-edge security features to help businesses protect their data and personal information.

Sharp's award-winning touchscreen display offers a user-friendly graphical interface with simplified Easy Modes, integrated user guides and quick access to network services. Sharp's MFP Voice feature, available on these models, allows you to interact with the machine with the power of natural language. In addition, these models integrate seamlessly with today's complex network environments and support popular cloud services and mobile technologies. Sharp's Application Portal allows administrators to add new apps or update existing apps right from the MFP.

The MX-2651, MX-3051, MX-3551 and MX-4051 Color Essentials Series are feature-rich and offer businesses powerful multitasking features at a strong value.

### Features at a glance

- ◆ 26 / 30 / 35 / 40 PPM Black & White - 26 / 30 / 35 / 40 PPM Color Output - **Networked**
- ◆ Paper capacity maximum: 6,300 sheets
  - 650 Standard - One 550 sheet paper drawer and 100 sheet bypass tray
  - Optional Stand with (1) x 550 sheet paper drawer
  - Optional Stand with (2) x 550 sheet paper drawers
  - Optional Stand with (3) x 550 sheet paper drawers
  - Optional Stand with (1) x 550 sheet paper drawer + 2,100 sheet split tandem paper drawers
  - Optional 3,000 sheet large capacity tray
- ◆ Standard security feature erases memory on the hard drive by overwriting data up to ten times
- ◆ Award-winning 10.1" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions when setting up jobs
- ◆ Standard 100-sheet reversing single-pass document feeder scans documents at speeds up to 80 images per minute
- ◆ Access popular cloud services, such as Microsoft® OneDrive™ for Business, SharePoint® Online, Google Drive™, Dropbox and more with Sharp's available Cloud Connect feature. And with Sharp's Application Portal, administrators can add or update apps right from the MFP.
- ◆ Sharp's MFP Voice feature enables users to control the device with simple verbal commands. Experience a hands-free, voice-first interaction powered by Amazon Alexa. (optional hardware required)
- ◆ Available wireless networking feature can connect directly to your network or to mobile devices for convenient scanning and printing with the Sharpdesk® Mobile App
- ◆ 600 x 600 dpi printing produces razor-sharp documents
- ◆ With the OCR Expansion Kit, you can easily convert documents to popular Microsoft® file formats as well as a variety of PDF formats. You can also add options to direct print these same file types from thumb drives, cloud applications and more. This function is available via Qualcomm® DirectOffice™ technology.
- ◆ Network ready PCL®6 and available Adobe® PostScript® 3™ printing systems ensure your documents print with the clarity and formatting you expect
- ◆ Color Consistency System delivers high quality color output and helps maintain optimum image balance and toner density page after page
- ◆ Flexible paper handling system supports media up to 110 lb cover and up to 12" x 18" through the paper trays
- ◆ Dimensions 24" (w) x 26" (d) x 33" (h)  
(Measurements for base model without Stand)



MX-3051 shown with optional accessories

**MX-2651 / MX-3051 / MX-3551 / MX-4051**

**Networked Digital Color Copier**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-2651</b>	26 PPM Networked B&W / Color Digital Copier with quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL@6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$2,380.00
<b>MX-3051</b>	30 PPM Networked B&W / Color Digital Copier with quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL@6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$2,990.00
<b>MX-3551</b>	35 PPM Networked B&W / Color Digital Copier with quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL@6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$3,929.00
<b>MX-4051</b>	40 PPM Networked B&W / Color Digital Copier with quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL@6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$4,163.00

**Options & Accessories**

**Output Options (Must Choose 1)**

MX-TU16	Center Exit Tray Unit	\$38.00
MX-TR20	Job Separator (optional, for use with MX-TU16)	23.00
<b>or</b>		
MX-FN27N	Inner Finisher	628.00
MX-PN14B	3 Hole Punch Module (for use with MX-FN27N)	349.00
<b>or</b>		
MX-FN28	Stacking Finisher - 1,000 Sheets (requires MX-RB25N)	1,120.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN29	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN30	Stacking Finisher - 3,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00
<b>or</b>		
MX-FN31	Saddle Stitch Finisher - 3,000 Sheets (requires MX-RB25N)	2,622.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00

**MX-2651 / MX-3051 / MX-3551 / MX-4051**

**Networked Digital Color Copier**

**Sourcewell Contract #030321-SEC**

Model Number	Description	Contract Pricing
<b>Paper Tray Options (Must Choose Cabinet or Stand)</b>		
MX-60ABD	Deluxe Copier Cabinet	\$115.00
MX-DE25N	Stand with (1) x 550 Sheet Paper Drawer	348.00
MX-DE26N	Stand with (2) x 550 Sheet Paper Drawers	423.00
MX-DE27N	Stand with (3) x 550 Sheet Paper Drawers	573.00
MX-DE28N	Stand with (1) x 550 + 2,100 Sheet Split Tandem Paper Drawers	745.00
MX-DE29N	Low Stand with (1) x 550 Sheet Paper Drawer (for wheelchair access)	348.00
MX-LC17N	Large Capacity Tray - 3,000 Sheets (requires MX-DE25N, MX-DE26N, MX-DE27N or MX-DE28N)	621.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	84.00
<b>Exit Tray</b>		
MX-TR19N	Right Side Exit Tray	70.00
<b>Security</b>		
MX-FR62U	Data Security Kit	304.00
<b>Print</b>		
MX-PK13L	Adobe PS3 Expansion Kit	202.00
MX-PF10	Bar Code Font Kit	287.00
MX-PU10L	Direct Print Expansion Kit	443.00
MX-EB18	Wireless LAN Adaptor	185.00
MX-EB19L	Enhanced Compression Kit (Compact PDF)	277.00
MX-EB20L	OCR Expansion Kit	122.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>Sharp OSA®</b>		
MX-AMX2L	OSA Application Communication Module	174.00
MX-AMX3L	OSA External Accounting Module	94.00
<b>Fax</b>		
MX-FX15	Facsimile Expansion Kit	435.00
MX-FWX1L	Internet Fax Kit	265.00
<b>Miscellaneous</b>		
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector	93.00
MX-UT10	Utility Table (recommended for MFP Voice function)	70.00

**MX-2651 / MX-3051 / MX-3551 / MX-4051 Networked Digital Color Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX6050Tonerkit	Toner Kit - B/C/M/Y Toner (MX-61NTBA, MX-61NTCA, MX-61NTMA & MX-61NTYA)	-	-	\$480.50
<b>Staples/Misc.</b>				
MX-SCX1	Staple Cartridge (MX-FN27N and MX-FN28)	3 Cartridges	5,000 / Ctg.	\$49.00
AR-SC2	Saddle Stitch Staple Cartridge (MX-FN29)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC11	Staple Cartridge (MX-FN30 and MX-FN31)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC12	Saddle Stitch Staple Cartridge (MX-FN31)	4 Cartridges	2,000 / Ctg.	30.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>					
	<u>Allowance</u>	<u>Copy Charge</u>				
<b>MX-2651 - color</b>	0	\$0.0546				
<b>MX-2651 - black</b>	0	\$0.0091				
<b>MX-3051 / MX-3551 / MX-4051 - color</b>	0	\$0.0524				
<b>MX-3051 / MX-3551 / MX-4051 - black</b>	0	\$0.0089				
			<u>Zone 1</u>		<u>Zone 2</u>	
	<u>Monthly Copy Allowance</u>	<u>Monthly Base</u>	<u>Excess Copy Charge</u>	<u>Monthly Base</u>	<u>Excess Copy Charge</u>	
		<u>0 - 25 Miles</u>		<u>26 - 50 Miles</u>		
<b>MX-2651 - color</b>	1,000	\$47.40	\$0.0474	\$56.90	\$0.0569	
<b>MX-2651 - black</b>	2,000	\$15.80	\$0.0079	\$19.00	\$0.0095	
<b>MX-3051 / MX-3551 - color</b>	1,250	\$57.00	\$0.0456	\$68.38	\$0.0547	
<b>MX-3051 / MX-3551 - black</b>	2,500	\$19.25	\$0.0077	\$23.00	\$0.0092	
<b>MX-4051 - color</b>	2,000	\$91.20	\$0.0456	\$109.40	\$0.0547	
<b>MX-4051 - black</b>	4,000	\$30.80	\$0.0077	\$36.80	\$0.0092	
All MX-2651 / MX-3051 / MX-3551 / MX-4051 accessories			Included		Included	

## MX-3071 / MX-3571 / MX-4071 Networked Digital Color Copier

Sharp's MX-3071/3571/4071 Advanced Series color document systems are built using the latest technology available to deliver the performance, features and reliability needed in today's busy workplace environments. These MFPs are easy to use and offer enhanced productivity, all to provide customers with a seamless, intuitive experience, and the confidence in knowing their jobs will come out right the first time, every time. The color document systems also offer leading-edge security features to help businesses protect their data and personal information.

Sharp's award-winning touchscreen display offers a user-friendly graphical interface with simplified Easy Modes, integrated user guides and quick access to network services. Sharp's MFP Voice feature, available on these models, allows you to interact with the machine with the power of natural language. In addition, these models integrate seamlessly with today's complex network environments and support popular cloud services and mobile technologies. Sharp's Application Portal allows administrators to add new apps or update existing apps right from the MFP.

The MX-3071, MX-3571 and MX-4071 Color Advanced Series offers businesses powerful multitasking features enabling them to quickly execute the ever-changing workflow tasks of today's busy office environments.

### Features at a glance

- ◆ 30 / 35 / 40 PPM Black & White - 30 / 35 / 40 PPM Color Output - **Networked**
- ◆ Paper capacity maximum: 6,300 sheets
  - 650 Standard - One 550 sheet paper drawer and 100 sheet bypass tray
  - Optional Stand with (1) x 550 sheet paper drawer
  - Optional Stand with (2) x 550 sheet paper drawers
  - Optional Stand with (3) x 550 sheet paper drawers
  - Optional Stand with (1) x 550 sheet paper drawer + 2,100 sheet split tandem paper drawers
  - Optional 3,000 sheet large capacity tray
- ◆ Standard security feature erases memory on the hard drive by overwriting data up to ten times
- ◆ Automatic walk-up motion sensor wakes the machine from sleep mode so it's ready within seconds
- ◆ Award-winning 10.1" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions when setting up jobs
- ◆ Standard 150-sheet duplexing single-pass document feeder scans documents at speeds up to 220 images per minute
- ◆ Access popular cloud services, such as Microsoft® OneDrive™ for Business, SharePoint® Online, Google Drive™, Dropbox and more with Sharp's Cloud Connect feature. And with Sharp's Application Portal, administrators can add or update apps right from the MFP.
- ◆ Sharp's MFP Voice feature enables users to control the device with simple verbal commands. Experience a hands-free, voice-first interaction powered by Amazon Alexa. (optional hardware required)
- ◆ Standard wireless networking feature can connect directly to your network or to mobile devices for convenient scanning and printing with the Sharpdesk® Mobile App
- ◆ Full-size retractable keyboard allows quick, easy and accurate data entry
- ◆ 1200 x 1200 dpi printing produces razor-sharp documents
- ◆ Easily convert documents to popular Microsoft® file formats as well as a variety of PDF formats. You can also direct print these file types from thumb drives, cloud applications and more. This function is enabled via Qualcomm® DirectOffice™ technology.
- ◆ Network ready PCL®6 and Adobe® PostScript® 3™ printing systems ensure your documents print with the clarity and formatting you expect
- ◆ Color Consistency System delivers high quality color output and helps maintain optimum image balance and toner density page after page
- ◆ Flexible paper handling system supports media up to 110 lb cover and up to 12" x 18" through the paper trays
- ◆ Dimensions 24" (w) x 26" (d) x 33" (h)  
(Measurements for base model without Stand)



MX-4071 shown with optional accessories

**MX-3071 / MX-3571 / MX-4071**

**Networked Digital Color Copier**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-3071</b>	30 PPM Networked B&W / Color Digital Copier with walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$3,929.00
<b>MX-3571</b>	35 PPM Networked B&W / Color Digital Copier with walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$4,867.00
<b>MX-4071</b>	40 PPM Networked B&W / Color Digital Copier with walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$5,008.00

**Options & Accessories**

**Output Options (Must Choose 1)**

MX-TU16	Center Exit Tray Unit	\$38.00
MX-TR20	Job Separator (optional, for use with MX-TU16)	23.00
<b>or</b>		
MX-FN27N	Inner Finisher	628.00
MX-PN14B	3 Hole Punch Module (for use with MX-FN27N)	349.00
<b>or</b>		
MX-FN28	Stacking Finisher - 1,000 Sheets (requires MX-RB25N)	1,120.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN29	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN30	Stacking Finisher - 3,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00
<b>or</b>		
MX-FN31	Saddle Stitch Finisher - 3,000 Sheets (requires MX-RB25N)	2,622.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00

**MX-3071 / MX-3571 / MX-4071**  
**Networked Digital Color Copier**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>Paper Tray Options (Must Choose Cabinet or Stand)</b>		
MX-60ABD	Deluxe Copier Cabinet	\$115.00
MX-DE25N	Stand with (1) x 550 Sheet Paper Drawer	348.00
MX-DE26N	Stand with (2) x 550 Sheet Paper Drawers	423.00
MX-DE27N	Stand with (3) x 550 Sheet Paper Drawers	573.00
MX-DE28N	Stand with (1) x 550 + 2,100 Sheet Split Tandem Paper Drawers	745.00
MX-DE29N	Low Stand with (1) x 550 Sheet Paper Drawer (for wheelchair access)	348.00
MX-LC17N	Large Capacity Tray - 3,000 Sheets (requires MX-DE25N, MX-DE26N, MX-DE27N or MX-DE28N)	621.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	84.00
<b>Exit Tray</b>		
MX-TR19N	Right Side Exit Tray	70.00
<b>Security</b>		
MX-FR62U	Data Security Kit	304.00
<b>Print</b>		
MX-PF10	Bar Code Font Kit	287.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>Fax</b>		
MX-FX15	Facsimile Expansion Kit	435.00
MX-FWX1L	Internet Fax Kit	265.00
<b>Miscellaneous</b>		
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector	93.00
MX-UT10	Utility Table (recommended for MFP Voice function)	70.00

**MX-3071 / MX-3571 / MX-4071 Networked Digital Color Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX6050Tonerkit	Toner Kit - B/C/M/Y Toner (MX-61NTBA, MX-61NTCA, MX-61NTMA & MX-61NTYA)	-	-	\$480.50
<b>Staples/Misc.</b>				
MX-SCX1	Staple Cartridge (MX-FN27N and MX-FN28)	3 Cartridges	5,000 / Ctg.	\$49.00
AR-SC2	Saddle Stitch Staple Cartridge (MX-FN29)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC11	Staple Cartridge (MX-FN30 and MX-FN31)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC12	Saddle Stitch Staple Cartridge (MX-FN31)	4 Cartridges	2,000 / Ctg.	30.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>				
	<u>Allowance</u>	<u>Copy Charge</u>			
MX-3071 / MX-3571 / MX-4071 - color	0	\$0.0524			
MX-3071 / MX-3571 / MX-4071 - black	0	\$0.0089			
	<u>Monthly Copy</u>				
	<u>Allowance</u>	<u>Copy Charge</u>			
			<u>Zone 1</u>	<u>Zone 2</u>	
	<u>Allowance</u>	<u>Copy Charge</u>	<u>Monthly Base</u>	<u>Monthly Base</u>	<u>Excess Copy</u>
			<u>0 - 25 Miles</u>	<u>26 - 50 Miles</u>	<u>Charge</u>
MX-3071 / MX-3571 - color	1,250	\$57.00	\$0.0456	\$68.38	\$0.0547
MX-3071 / MX-3571 - black	2,500	\$19.25	\$0.0077	\$23.00	\$0.0092
MX-4071 - color	2,000	\$91.20	\$0.0456	\$109.40	\$0.0547
MX-4071 - black	4,000	\$30.80	\$0.0077	\$36.80	\$0.0092
All MX-3071 / MX-3571 / MX-4071 accessories			Included	Included	

## MX-C407F / MX-C507F Desktop Color Document System

The MX-C407F and MX-C507F desktop color document systems deliver crisp, high-quality output with exceptional ease of use. These models provide customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Designed with robust features and technology typically found on larger machines, the MX-C407F and MX-C507F deliver the productivity you need with the performance and reliability you want in your workplace or home office.

### Features at a glance

- ◆ Productive Printing Speeds - 40 ppm (MX-C407F) and 50 ppm (MX-C507F)
- ◆ Standard copy, print, scan and fax capability right out-of-the-box
- ◆ Compact design easily fits into small offices or home workplaces in desktop or console configurations
- ◆ 50 sheet reversing document feeder scans both sides of a document in a single pass for enhanced productivity
- ◆ Offers up to five paper sources with available 2,300 sheet maximum paper capacity (letter and legal)
- ◆ 7" (diagonal) color touchscreen with adjustable viewing angle offers smooth, tablet-style interaction
- ◆ Standard optical character recognition (OCR) on the MX-C507F and optional OCR on the MX-C407F allows users to convert a scanned document into a searchable PDF file or into an editable Word file
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and even notebook computers
- ◆ Supports letter and legal size paper as well as envelopes through the standard paper drawer or bypass tray
- ◆ 1,200 x 1,200 dpi resolution produces razor-sharp documents. PostScript® 3™ and PCL®6 drivers offer extensive job control
- ◆ Sharp Remote Device Manager (SRDM) allows administrators to have centralized control of the networked MFP in order to simplify installation and management
- ◆ Standard compact PDF feature dramatically reduces the file size of most color scanned documents
- ◆ Convenient USB port located in the front of the device lets users access the machine quickly when printing direct from a USB drive
- ◆ Dimensions 19.9" (w) x 21" (d) x 25.5" (h)



MX-C507F shown with optional accessories



**MX-C407F / MX-C507F Desktop Color Document System**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-C407F</b>	40 PPM Desktop Color Multi-Function Document System includes multitasking controller, 50-sheet RSPF, PCL 6 and PostScript® 3™ printing systems, network scanning, auto duplexing, 1 x 550-sheet paper drawer, 100-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 7,000 images/cartridge).	\$1,480.00
<b>MX-C507F</b>	50 PPM Desktop Color Multi-Function Document System includes multitasking controller, 50-sheet RSPF, PCL 6 and PostScript® 3™ printing systems, network scanning, auto duplexing, 1 x 550-sheet paper drawer, 100-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 7,000 images/cartridge).	\$2,398.00

**Options & Accessories**

<b>Tray Options</b>		
MX-CS17	550 Sheet Paper Drawer	\$235.00

<b>Miscellaneous</b>		
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00

<b>Supplies</b>		
MX-C50TB	Black Toner Cartridge Estimated 20,000 images @ 5% Image Area/Cartridge	\$50.00
MX-C50TC	Cyan Toner Cartridge Estimated 13,000 images @ 5% Image Area/Cartridge	125.00
MX-C50TM	Magenta Toner Cartridge Estimated 13,000 images @ 5% Image Area/Cartridge	125.00
MX-C50TY	Yellow Toner Cartridge Estimated 13,000 images @ 5% Image Area/Cartridge	125.00
MX-C50DU-B	Black Imaging Kit (includes drum/developer) Estimated Yield - 150,000 Images/Package	59.00
MX-C50DU-S	Cyan/Magenta/Yellow Imaging Kit (includes drum/developer) Estimated Yield - 150,000 Images/Package	196.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-C407F / MX-C507F - color</b>	0		\$0.0610		
<b>MX-C407F / MX-C507F - black</b>	0		\$0.0128		
<b>MX-C407F - color</b>	500	\$26.55	\$0.0531	\$31.85	\$0.0637
<b>MX-C407F - black</b>	750	\$8.33	\$0.0111	\$9.98	\$0.0133
<b>MX-C507F - color</b>	500	\$26.55	\$0.0531	\$31.85	\$0.0637
<b>MX-C507F - black</b>	1,000	\$11.10	\$0.0111	\$13.30	\$0.0133

## MX-5051 / MX-6051 Networked Digital Color Copier

Sharp's MX-5051 and MX-6051 Essentials Series color document systems are built using the latest technology available to deliver the performance, features and reliability needed in today's busy workplace environments. These MFPs are also easy to use and offer enhanced productivity, all to provide customers with a seamless, intuitive experience, and the confidence in knowing their jobs will come out right the first time, every time. The Color Essentials Series also offers leading-edge security features to help businesses protect their data and personal information.

Sharp's award-winning touchscreen display offers a user-friendly graphical interface with simplified Easy Modes, integrated user guides and quick access to network services. Sharp's MFP Voice feature, available for these models, allows you to interact with the machine with the power of natural language. In addition, these models integrate seamlessly with today's complex network environments and support popular cloud services and mobile technologies. Sharp's Application Portal enables administrators to easily add new apps or update existing apps right from the MFP.

The MX-5051 and MX-6051 Color Essentials Series are feature-rich and offer businesses powerful multitasking features at a strong value.

## Features at a glance

- ◆ 50 / 60 PPM Black & White - 50 / 60 PPM Color Output - **Networked**
- ◆ Paper capacity maximum: 6,300 sheets
  - 650 Standard - One 550 sheet paper drawer and 100 sheet bypass tray
  - Optional Stand with (1) x 550 sheet paper drawer
  - Optional Stand with (2) x 550 sheet paper drawers
  - Optional Stand with (3) x 550 sheet paper drawers
  - Optional Stand with (1) x 550 sheet paper drawer + 2,100 sheet split tandem paper drawers
  - Optional 3,000 sheet large capacity tray
- ◆ Standard security feature erases memory on the hard drive by overwriting data up to ten times
- ◆ Award-winning 10.1" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions when setting up jobs
- ◆ Standard 100-sheet reversing single-pass document feeder scans documents at speeds up to 80 images per minute
- ◆ Access popular cloud services, such as Microsoft® OneDrive™ for Business, SharePoint® Online, Google Drive™, Dropbox and more with Sharp's available Cloud Connect feature. And with Sharp's Application Portal, administrators can add or update apps right from the MFP.
- ◆ Sharp's MFP Voice feature enables users to control the device with simple verbal commands. Experience a hands-free, voice-first interaction with Amazon Alexa. (optional hardware required)
- ◆ Available wireless networking feature can connect directly to your network or to mobile devices for convenient scanning and printing with the Sharpdesk® Mobile App
- ◆ 1200 x 1200 dpi printing produces razor-sharp documents
- ◆ With the available OCR Expansion Kit, you can easily convert documents to popular Microsoft® file formats as well as a variety of PDF formats (PostScript Kit required). You can also add options to direct print these same file types from thumb drives, cloud applications and more. This function is available via Qualcomm® DirectOffice™ technology.
- ◆ Network ready PCL®6 and available Adobe® PostScript® 3™ printing systems ensure your documents print with the clarity and formatting you expect
- ◆ Color Consistency System delivers high quality color output and helps maintain optimum image balance and toner density page after page
- ◆ Flexible paper handling system supports media up to 110 lb cover and up to 12" x 18" through the paper trays
- ◆ Dimensions 24" (w) x 26" (d) x 33" (h)  
(Measurements for base model without Stand)



MX-5051 shown with optional accessories

**MX-5051 / MX-6051 Networked Digital Color Copier**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-5051</b>	50 PPM Networked B&W / Color Digital Copier with quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$5,118.00
<b>MX-6051</b>	60 PPM Networked B&W / Color Digital Copier with quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$5,963.00

**Options & Accessories**

**Output Options (Must Choose 1)**

MX-TU16	Center Exit Tray Unit	\$38.00
MX-TR20	Job Separator (optional, for use with MX-TU16)	23.00
<b>or</b>		
MX-FN27N	Inner Finisher	628.00
MX-PN14B	3 Hole Punch Module (for use with MX-FN27N)	349.00
<b>or</b>		
MX-FN28	Stacking Finisher - 1,000 Sheets (requires MX-RB25N)	1,120.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN29	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN30	Stacking Finisher - 3,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00
<b>or</b>		
MX-FN31	Saddle Stitch Finisher - 3,000 Sheets (requires MX-RB25N)	2,622.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00

**MX-5051 / MX-6051 Networked Digital Color Copier****Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>Paper Tray Options (Must Choose Cabinet or Stand)</b>		
MX-60ABD	Deluxe Copier Cabinet	\$115.00
MX-DE25N	Stand with (1) x 550 Sheet Paper Drawer	348.00
MX-DE26N	Stand with (2) x 550 Sheet Paper Drawers	423.00
MX-DE27N	Stand with (3) x 550 Sheet Paper Drawers	573.00
MX-DE28N	Stand with (1) x 550 + 2,100 Sheet Split Tandem Paper Drawers	745.00
MX-DE29N	Low Stand with (1) x 550 Sheet Paper Drawer (for wheelchair access)	348.00
MX-LC17N	Large Capacity Tray - 3,000 Sheets (requires MX-DE25N, MX-DE26N, MX-DE27N or MX-DE28N)	621.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	84.00
<b>Exit Tray</b>		
MX-TR19N	Right Side Exit Tray	70.00
<b>Security</b>		
MX-FR62U	Data Security Kit	304.00
<b>Print</b>		
MX-PK13L	Adobe PS3 Expansion Kit	202.00
MX-PF10	Bar Code Font Kit	287.00
MX-PU10L	Direct Print Expansion Kit	443.00
MX-EB18	Wireless LAN Adaptor	185.00
MX-EB19L	Enhanced Compression Kit (Compact PDF)	277.00
MX-EB20L	OCR Expansion Kit	122.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>Sharp OSA®</b>		
MX-AMX2L	OSA Application Communication Module	174.00
MX-AMX3L	OSA External Accounting Module	94.00
<b>Fax</b>		
MX-FX15	Facsimile Expansion Kit	435.00
MX-FWX1L	Internet Fax Kit	265.00
<b>Miscellaneous</b>		
AR-D5143NT	Digital 120 Volt, 20 Amps, 2 Outlets, Power Surge Protector	104.00
MX-UT10	Utility Table (recommended for MFP Voice function)	70.00

**MX-5051 / MX-6051 Networked Digital Color Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX6050Tonerkit	Toner Kit - B/C/M/Y Toner (MX-61NTBA, MX-61NTCA, MX-61NTMA & MX-61NTYA)	-	-	\$480.50
<b>Staples/Misc.</b>				
MX-SCX1	Staple Cartridge (MX-FN27N and MX-FN28)	3 Cartridges	5,000 / Ctg.	\$49.00
AR-SC2	Saddle Stitch Staple Cartridge (MX-FN29)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC11	Staple Cartridge (MX-FN30 and MX-FN31)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC12	Saddle Stitch Staple Cartridge (MX-FN31)	4 Cartridges	2,000 / Ctg.	30.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>					
	<u>Allowance</u>	<u>Copy Charge</u>				
<b>MX-5051 / MX-6051 - color</b>	0	\$0.0524				
<b>MX-5051 / MX-6051 - black</b>	0	\$0.0089				
	<u>Monthly Copy Allowance</u>	<u>Zone 1</u>			<u>Zone 2</u>	
		<u>Monthly Base</u>	<u>Excess Copy</u>	<u>Monthly Base</u>	<u>Excess Copy</u>	
		<u>0 - 25 Miles</u>	<u>Charge</u>	<u>26 - 50 Miles</u>	<u>Charge</u>	
<b>MX-5051 / MX-6051 - color</b>	3,000	\$136.80	\$0.0456	\$164.10	\$0.0547	
<b>MX-5051 / MX-6051 - black</b>	6,000	\$46.20	\$0.0077	\$55.20	\$0.0092	
All MX-5051 / MX-6051 accessories		Included		Included		

## MX-5071 / MX-6071 Networked Digital Color Copier

Sharp's MX-5071/6071 Advanced Series color document systems are built using the latest technology available to deliver the performance, features and reliability needed in today's busy workplace environments. These MFPs are easy to use and offer enhanced productivity, all to provide customers with a seamless, intuitive experience, and the confidence in knowing their jobs will come out right the first time, every time. The Color Advanced Series also offers leading-edge security features to help businesses protect their data and personal information.

Sharp's award-winning touchscreen display offers a user-friendly graphical interface with simplified Easy Modes, integrated user guides and quick access to network services. Sharp's MFP Voice feature, available for these models, allows you to interact with the machine with the power of natural language. In addition, these models integrate seamlessly with today's complex network environments and support popular cloud services and mobile technologies. Sharp's Application Portal enables administrators to easily add new apps or update existing apps right from the MFP.

The MX-5071 and MX-6071 Color Advanced Series offers businesses powerful multitasking features, enabling them to quickly execute the ever-changing workflow tasks of today's busy office environments.

### Features at a glance

- ◆ 50 / 60 PPM Black & White - 50 / 60 PPM Color Output - **Networked**
- ◆ Paper capacity maximum: 6,300 sheets
  - 650 Standard - One 550 sheet paper drawer and 100 sheet bypass tray
  - Optional Stand with (1) x 550 sheet paper drawer
  - Optional Stand with (2) x 550 sheet paper drawers
  - Optional Stand with (3) x 550 sheet paper drawers
  - Optional Stand with (1) x 550 sheet paper drawer + 2,100 sheet split tandem paper drawers
  - Optional 3,000 sheet large capacity tray
- ◆ Standard security feature erases memory on the hard drive by overwriting data up to ten times
- ◆ Automatic walk-up motion sensor wakes the machine from sleep mode so it's ready within seconds
- ◆ Award-winning 10.1" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions when setting up jobs
- ◆ Standard 150-sheet duplexing single-pass document feeder scans documents at speeds up to 220 images per minute
- ◆ Access popular cloud services, such as Microsoft® OneDrive™ for Business, SharePoint® Online, Google Drive™, Dropbox and more with Sharp's Cloud Connect feature. And with Sharp's Application Portal, administrators can add or update apps right from the MFP.
- ◆ Sharp's MFP Voice feature enables users to control the device with simple verbal commands. Experience a hands-free, voice-first interaction with Amazon Alexa. (optional hardware required)
- ◆ Standard wireless networking feature can connect directly to your network or to mobile devices for convenient scanning and printing with the Sharpdesk® Mobile App
- ◆ Full-size retractable keyboard allows quick, easy and accurate data entry
- ◆ 1200 x 1200 dpi printing produces razor-sharp documents
- ◆ Easily convert documents to popular Microsoft® file formats as well as a variety of PDF formats. You can also direct print these file types from thumb drives, cloud applications and more. This function is enabled via Qualcomm® DirectOffice™ technology.
- ◆ Network ready PCL®6 and Adobe® PostScript® 3™ printing systems ensure your documents print with the clarity and formatting you expect
- ◆ Color Consistency System delivers high quality color output and helps maintain optimum image balance and toner density page after page
- ◆ Flexible paper handling system supports media up to 110 lb cover and up to 12" x 18" through the paper trays
- ◆ Dimensions 24" (w) x 26" (d) x 33" (h)  
(Measurements for base model without Stand)



MX-6071 shown with optional accessories

**MX-5071 / MX-6071 Networked Digital Color Copier**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-5071</b>	50 PPM Networked B&W / Color Digital Copier with walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$5,400.00
<b>MX-6071</b>	60 PPM Networked B&W / Color Digital Copier with walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. (650 sheets standard paper supply)	\$6,902.00

**Options & Accessories**

**Output Options (Must Choose 1)**

MX-TU16	Center Exit Tray Unit	\$38.00
MX-TR20	Job Separator (optional, for use with MX-TU16)	23.00
<b>or</b>		
MX-FN27N	Inner Finisher	628.00
MX-PN14B	3 Hole Punch Module (for use with MX-FN27N)	349.00
<b>or</b>		
MX-FN28	Stacking Finisher - 1,000 Sheets (requires MX-RB25N)	1,120.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN29	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN30	Stacking Finisher - 3,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00
<b>or</b>		
MX-FN31	Saddle Stitch Finisher - 3,000 Sheets (requires MX-RB25N)	2,622.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00

**MX-5071 / MX-6071 Networked Digital Color Copier****Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>Paper Tray Options (Must Choose Cabinet or Stand)</b>		
MX-60ABD	Deluxe Copier Cabinet	\$115.00
MX-DE25N	Stand with (1) x 550 Sheet Paper Drawer	348.00
MX-DE26N	Stand with (2) x 550 Sheet Paper Drawers	423.00
MX-DE27N	Stand with (3) x 550 Sheet Paper Drawers	573.00
MX-DE28N	Stand with (1) x 550 + 2,100 Sheet Split Tandem Paper Drawers	745.00
MX-DE29N	Low Stand with (1) x 550 Sheet Paper Drawer (for wheelchair access)	348.00
MX-LC17N	Large Capacity Tray - 3,000 Sheets (requires MX-DE25N, MX-DE26N, MX-DE27N or MX-DE28N)	621.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	84.00
<b>Exit Tray</b>		
MX-TR19N	Right Side Exit Tray	70.00
<b>Security</b>		
MX-FR62U	Data Security Kit	304.00
<b>Print</b>		
MX-PF10	Bar Code Font Kit	287.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>Fax</b>		
MX-FX15	Facsimile Expansion Kit	435.00
MX-FWX1L	Internet Fax Kit	265.00
<b>Miscellaneous</b>		
AR-D5143NT	Digital 120 Volt, 20 Amps, 2 Outlets, Power Surge Protector	104.00
MX-UT10	Utility Table (recommended for MFP Voice function)	70.00

**MX-5071 / MX-6071 Networked Digital Color Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX6050Tonerkit	Toner Kit - B/C/M/Y Toner (MX-61NTBA, MX-61NTCA, MX-61NTMA & MX-61NTYA)	-	-	\$480.50
<b>Staples/Misc.</b>				
MX-SCX1	Staple Cartridge (MX-FN27N and MX-FN28)	3 Cartridges	5,000 / Ctg.	\$49.00
AR-SC2	Saddle Stitch Staple Cartridge (MX-FN29)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC11	Staple Cartridge (MX-FN30 and MX-FN31)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC12	Saddle Stitch Staple Cartridge (MX-FN31)	4 Cartridges	2,000 / Ctg.	30.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

*Supplies Included*

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>				
	<u>Allowance</u>	<u>Copy Charge</u>			
<b>MX-5071 / MX-6071 - color</b>	0	\$0.0524			
<b>MX-5071 / MX-6071 - black</b>	0	\$0.0089			
	<u>Monthly Copy</u>				
	<u>Allowance</u>	<u>Copy Charge</u>			
			<b>Zone 1</b>	<b>Zone 2</b>	
			<b>Monthly Base</b>	<b>Monthly Base</b>	<b>Excess Copy</b>
			<b>0 - 25 Miles</b>	<b>26 - 50 Miles</b>	<b>Charge</b>
<b>MX-5071 / MX-6071 - color</b>	3,000	\$136.80	\$0.0456	\$164.10	\$0.0547
<b>MX-5071 / MX-6071 - black</b>	6,000	\$46.20	\$0.0077	\$55.20	\$0.0092
All MX-5071 / MX-6071 accessories			Included	Included	

## MX-7081 / MX-8081 Networked Digital Color Copier

The Sharp MX-7081 and MX-8081 color document systems are designed using the latest technology available to deliver the performance, features and reliability needed in today's busy workplace. Built for high-volume environments, central reprographics departments and copy rooms, these document systems are complemented by the robust paper handling and productive output capabilities once found only in commercial print facilities. These models also offer leading-edge security features to help businesses protect their data and personal information.

Sharp's next generation Color Consistency System helps ensure brilliant color output, page-after-page and job-after-job, for repeatable, high-quality results. Businesses can rest assured that producing professional-looking color documents in-house can be easier and more economical than ever before.

The MX-7071 and MX-8081 high speed color document systems are also easy to use and offer enhanced productivity, all to provide customers with a seamless, intuitive experience and the confidence in knowing their jobs will come out right the first time, every time.

### Features at a glance

- ◆ 75 / 80 PPM Black & White - 70 / 80 PPM Color Output - **Networked**
- ◆ Paper capacity maximum: 8,500 sheets
  - 3,100 Sheets Standard Paper Capacity - Tandem Sheet Drawer: One 1,200 sheet paper tray, One 800 sheet paper tray, Two 500 sheet paper trays and One 100 Sheet Multi-bypass Tray
  - Optional 3,500 sheet letter-size large capacity cassette
  - Optional 3,000 sheet letter / legal / ledger-size large capacity cassette
  - Optional 5,000 sheet letter / legal / ledger / 12" x 18" large capacity 2 drawer tray
- ◆ Full-size retractable keyboard allows quick, easy and accurate data entry
- ◆ Advanced finishing options including a multi-folding unit and multi-position staple and saddle finisher selection
- ◆ A powerful embedded Fiery® Color Print Server is available for environments that require precision color control and job management
- ◆ Supports the Sharp OSA® development platform
- ◆ The available Sharp MFP Voice feature enables users to control the device with simple verbal commands. Experience hands-free, voice-first interaction with Amazon Alexa.
- ◆ The Sharp Color Consistency System with next generation image process control delivers high quality color output and maintains optimum color balance and toner density page after page
- ◆ Quickly scan both sides of a document at once with the standard 300 Sheet Duplexing Single-Pass Feeder
- ◆ Scan preview feature offers on-the-fly page editing with easy fingertip navigation
- ◆ Easily access popular cloud applications, including Microsoft® OneDrive® for Business, SharePoint® Online, Box and Google Drive™, with the Sharp Cloud Connect feature.
- ◆ Triple air-feed paper handling option offers high reliability and is virtually maintenance free
- ◆ 1200 x 1200 dpi printing provides beautiful images and enhanced clarity for fine details such as small text and graphics
- ◆ Scans documents at up to 240 images per minute in both Black and Color
- ◆ Network ready PCL®6/PS3 printing system with direct print function
- ◆ Flexible paper handling system feeds up to 110 lb cover stock through paper trays and through bypass tray
- ◆ Dimensions 33-1/4" (w) x 33-1/4" (d) x 49" (h)



**MX-7081 / MX-8081 Networked Digital Color Copier**

**Sourcewell Contract #030321-SEC**

Model Number	Description	Contract Pricing
<b>MX-7081</b>	75 PPM B&W / 70 PPM Color Networked Digital Copier with multi-processor controller, 300 sheet/150 business card Duplexing Single Pass Feeder, 3,100 Sheet Paper Capacity (2,000 sheet tandem tray/2 x 500 sheet trays/MX-MF10 100 sheet multi-bypass tray), Wireless Connectivity, 1 TB hard disk drive with Document Filing System, PCL 6/Adobe® PostScript® 3™ printing systems, Network Printing, Scanning, Retractable Keyboard and Application Communication and External Accounting Modules. Standard Security including End-of-Lease data erase feature. Black and color developer is included. (3,100 sheets standard paper supply)	\$9,533.00
<b>MX-8081</b>	80 PPM Networked B&W / Color Digital Copier with multi-processor controller, 300 sheet/150 business card Duplexing Single Pass Feeder, 3,100 sheet paper capacity (2,000-sheet tandem tray/2 x 500-sheet trays/MX-MF10 100 sheet multi-bypass tray), Wireless Connectivity, 1 TB hard disk drive with Document Filing System, PCL 6/Adobe® PostScript® 3™ printing systems, Network Printing, Scanning, Retractable Keyboard and Application Communication and External Accounting Modules. Standard Security including End-of-Lease data erase feature. Black and color developer is included. (3,100 sheets standard paper supply)	\$11,222.00

**Options & Accessories**

**Tray Options**

MX-LCX3N	3,000 Sheet Large Capacity Cassette (letter / letter-R / legal / ledger)	\$1,311.00
<b>OR</b>		
MX-LC12	3,500 Sheet Large Capacity Tray (letter)	686.00
<b>OR</b>		
MX-LC13N	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / letter-R / legal / ledger) - requires MX-RB14	2,694.00
MX-RB14	Paper Pass Unit	460.00
MX-MF11	500 Sheet Multi-Bypass Tray (requires MX-LC13N)	733.00
<b>OR</b>		
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	84.00

**Exit Tray**

MX-TR14	Right Side Exit Tray	77.00
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**Finishing Options (Must Choose 1)**

MX-TU14	Center Exit Tray (required if no finishing option included)	56.00
<b>OR</b>		
MX-FN34	65 Sheet Staple Finisher (3,000 sheet output capacity) - requires MX-RB12N	1,332.00
MX-RB12N	Paper Pass Unit	238.00
MX-PN16B	Punch Unit (optional, not required) - for use with MX-FN34 or MX-FN35	349.00
MX-SL10N	Status Indicator	268.00
<b>OR</b>		
MX-FN35	65 Sheet Staple / Saddle Stitch Finisher (3,000 sheet output capacity) - requires MX-RB12N	2,622.00
MX-RB12N	Paper Pass Unit	238.00
MX-PN16B	Punch Unit (optional, not required) - for use with MX-FN34 or MX-FN35	349.00
MX-SL10N	Status Indicator	268.00
<b>OR</b>		
MX-FN21	100 Sheet Staple Finisher (4,000 sheet output capacity) - requires MX-RB12N and MX-RB27	3,080.00
MX-RB12N	Paper Pass Unit	238.00
MX-RB27	Curl Correction Unit	460.00
<i>optional accessories for MX-FN21 configuration</i>		
MX-PN13B	Punch Unit - for use with MX-FN21 or MX-FN22	419.00
MX-CF11	2 Tray Post Process Page Inserter - requires MX-FD10 or MX-RB13	1,607.00
MX-RB13	Relay Unit - requires MX-FN21 or MX-FN22, cannot be used with MX-FD10	460.00
MX-FD10	Multi Folding Unit - requires MX-FN21 or MX-FN22, cannot be used with MX-RB13	6,399.00
MX-SL10N	Status Indicator	268.00
<b>OR</b>		

**MX-7081 / MX-8081 Networked Digital Color Copier**

**Sourcewell Contract #030321-SEC**

Model Number	Description	Contract Pricing
<b>Finishing Options (Continued)</b>		
MX-FN22	100 Sheet Staple / Saddle Stitch Finisher (4,000 sheet output capacity) - requires MX-RB12N and MX-RB27	\$4,344.00
MX-RB12N	Paper Pass Unit	238.00
MX-RB27	Curl Correction Unit	460.00
<i>optional accessories for MX-FN22 configuration</i>		
MX-PN13B	Punch Unit - for use with MX-FN21 or MX-FN22	419.00
MX-CF11	2 Tray Post Process Page Inserter - requires MX-FD10 or MX-RB13	1,607.00
MX-RB13	Relay Unit - requires MX-FN21 or MX-FN22, cannot be used with MX-FD10	460.00
MX-FD10	Multi Folding Unit - requires MX-FN21 or MX-FN22, cannot be used with MX-RB13	6,399.00
MX-SL10N	Status Indicator	268.00
MX-TM10	Trimming Unit	2,740.00
<b>GBC Binding - available for use with the MX-FN21 or MX-FN22</b>		
<b>Main Unit Components</b>		
MX-GBCX2	GBC SmartPunch Pro™ - requires MX-RB13	6,745.00
<b>GBC Accessories</b>		
MX-GBC03	3-Hole Die Set	387.00
MX-GBC11	11-Hole VeloBind Set	459.00
MX-GBC19	19-Hole CombBind Die Set	459.00
MX-GBC21	21-Hole WireBind Die Set	459.00
MX-GBC32	32-Hole WireBind Die Set	459.00
MX-GBC44	44-Hole Color Coil Die Set	459.00
MX-GBC32PRO	32-Hole ProClick Die Set	459.00
MX-GBC51	19-Hole CombBind Heavy Duty Die Set	1,546.00
MX-GBC52	44-Hole Color Coil Heavy Duty Die Set	1,462.00
MX-GBC53	3-Hole Heavy Duty Die Set	870.00
<b>Security Options</b>		
MX-FR65U	Data Security Kit	361.00
<b>Print</b>		
MX-PF10	Bar Code Font Kit	287.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>OR</b>		
MX-PX15	Fiery Interface Kit	845.00
MX-PE15	Fiery Color Print Server (requires the MX-PX15)	3,077.00
MX-PEHF12	Fiery Hot Folders/Virtual Printers Production Features	574.00
MX-PECR1Y	Fiery ColorRight 1 Year Subscription	655.00
MX-PECR2Y	Fiery ColorRight 2 Year Subscription	1,238.00
MX-PECR3Y	Fiery ColorRight 3 Year Subscription	1,762.00
MX-PECR4Y	Fiery ColorRight 4 Year Subscription	2,087.00
MX-PECR5Y	Fiery ColorRight 5 Year Subscription	2,442.00
MX-PEAM1Y	Fiery Automation 1 Year Subscription	549.00
MX-PEAM2Y	Fiery Automation 2 Year Subscription	1,048.00
MX-PEAM3Y	Fiery Automation 3 Year Subscription	1,479.00
MX-PEAM4Y	Fiery Automation 4 Year Subscription	1,757.00
MX-PEAM5Y	Fiery Automation 5 Year Subscription	2,058.00
MX-PEFIS	Fiery Impose Software	1,419.00
MX-PEFC	Fiery Compose Software	659.00
MX-PEIC	Fiery Impose + Fiery Compose Software Bundle	1,800.00
MX-PEAAEP	Adobe Acrobat Pro 2017 + Enfocus PitStop Edit 2019 (for use with Fiery Impose/Compose/JobMaster Software)	307.00
MX-PEPSP	EFI ES-2000 Spectrophotometer	786.00
MX-PECPS1	Fiery Color Profiler Suite (includes MX-PECPM 1-year SMSA)	1,378.00
MX-PECPSP	Fiery Color Profiler Suite + EFI ES-2000 Spectrophotometer (includes MX-PECPM 1-year SMSA)	1,968.00
MX-PECPM	Fiery Color Profiler Suite Additional 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PECPS1 or MX-PECPSP)	296.00

**MX-7081 / MX-8081 Networked Digital Color Copier****Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>Fax</b>		
MX-FWX1L	Internet Fax Expansion Kit	\$265.00
MX-FX15	Fax Expansion Kit	435.00
<b>Miscellaneous</b>		
MX-E524ZNT	Digital 208/230 Volt, 20 Amps Power Surge Protector (Recommended for MX-7081/8081 main unit)	139.00
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector (Recommended for MX-FN21, MX-FN22 and MX-LC13N)	93.00

**MX-7081 / MX-8081 Networked Digital Color Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX-7081TonerKit	Toner Kit - B/C/M/Y Toner (MX-80NTBA, MX-80NTCA, MX-80NTMA, MX-80NTYA)			769.00
<b><u>Staples/Misc.</u></b>				
MX-SC11	Staple Cartridge (MX-FN34 and MX-FN35)	3 Cartridges	5,000 / Ctg.	\$49.00
MX-SC12	Staple Cartridge (MX-FN35)	4 Cartridges	2,000 / Ctg.	30.00
MX-SCX1	Staple Cartridge (MX-FN22)	3 Cartridges	5,000 / Ctg.	49.00
MX-SCX2	Staple Cartridge (MX-FN21 and MX-FN22)	3 Cartridges	5,000 / Ctg.	49.00
AR-SV1	Stamp Cartridge (AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

***Supplies Included***

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>				
	<u>Allowance</u>	<u>Copy Charge</u>			
<b>MX-7081 / MX-8081 - color</b>	0	\$0.0471			
<b>MX-7081 / MX-8081 - black</b>	0	\$0.0076			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-7081 / MX-8081 - color</b>	10,000	\$410.00	\$0.0410	\$492.00	\$0.0492
<b>MX-7081 / MX-8081 - black</b>	2,500	\$16.50	\$0.0066	\$19.75	\$0.0079
All MX-7081 / MX-8081 Accessories		Included		Included	

## MX-7090N / MX-8090N Pro Series Digital Color Document System

The Pro Series MX-7090N and MX-8090N light production color document systems offer proven technology, award-winning features and exceptional image quality at speeds up to 80 ppm. Built with the customer in mind, producing professional-looking documents has never been easier. Organizations, large and small, will benefit from the versatility of the available input and output options. Options ranging from the air-feed paper handling option, to the production booklet finisher that prints up to a 120 page full-bleed booklets, the Pro Series can help your organization produce more jobs in-house, saving time and money.

These models simplify workflow like never before with the large 15.4" touchscreen display utilizing the latest controller architecture and intuitive user interface Sharp has to offer. These models also offer a choice of three powerful print controllers, including the standard Sharp print controller and two optional Fiery Print Servers operating on the latest FS300 Pro and FS300 platforms enabling customers freedom to choose the right fit for them and custom tailored to their workflow requirements.

The MX-7090N and MX-8090N also support Sharp OSA® technology, which makes integration with network applications and cloud services simple and easy. Sharp's multi-layered Security Suite can help protect your data and personal information from the first day of operation to the time of trade-in.

### Features at a glance

- ◆ 70 / 80 PPM Black & White - 70 / 80 PPM Color Output - **Networked**
- ◆ Paper capacity maximum: 13,500 sheets
  - 3,000 Sheets Standard Paper Capacity - Tandem Sheet Drawer: One 1,200 sheet paper tray, One 800 sheet paper tray and Two 500 sheet paper trays
  - Optional 3,000 sheet letter / legal / ledger-size large capacity cassette
  - Optional 3,500 sheet letter large capacity tray
  - Optional 5,000 sheet letter / legal / ledger-size large capacity tray
- ◆ Advanced finishing options including a multi-folding unit and multi-position staple and saddle finisher selection
- ◆ Sharp's fuser technology ensures consistent edge-to-edge printing with a uniform finish across the page for professional-looking full image documents
- ◆ Triple air-feed paper handling option offers high reliability and is virtually maintenance free
- ◆ Flexible modular design provides a wide variety of configurations from basic high-speed copying and printing to professional folding and booklet making
- ◆ Print engine paper catalog stores up to 1,000 media profiles to help maintain optimum print quality
- ◆ Large 15.4" (diagonally measured) multi-position touch-screen display with swing-out keyboard
- ◆ Sharp's Color Consistency System with next generation image process control delivers high-quality color output and maintains optimum color balance and toner density page after page
- ◆ Quickly scan both sides of a document at once with the standard 150 Sheet Duplexing Single-Pass Feeder
- ◆ Easily access popular cloud applications, including Microsoft® OneDrive® for Business, SharePoint® Online and Google Drive™ with Sharp's Cloud Connect features
- ◆ Compact PDF feature dramatically reduces the file size of scanned color documents, resulting in decreased network traffic and more efficient use of disk and cloud storage
- ◆ 1200 x 1200 dpi printing provides beautiful images and enhanced clarity for fine details such as small text and graphics
- ◆ Scans documents at up to 200 images per minute in both Black and Color
- ◆ Standard high-performance print controller with PCL® 6 and Adobe® PostScript®3™ included
- ◆ Flexible paper handling system feeds up to 110 lb (300 gsm) cover stock and up to 13" x 19" output
- ◆ Standard Job Management features make it easy to print on-demand as well as view jobs, retain jobs, combine jobs, select print settings and more
- ◆ Dimensions 38-3/8" (w) x 30-1/4" (d) x 60-1/4" (h)



MX-8090N shown with optional accessories



## MX-7090N / MX-8090N

## Pro Series Digital Color Document System

## Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-7090N</b>	70 PPM Networked Digital B&W / Color Document System with multi-processing controller, 150 sheet Duplexing Single Pass Feeder, 3,000 Sheet Standard Paper Capacity (tandem sheet drawer - 2,000 sheet capacity / two 500 sheet trays), 1-TB hard disk drive, PCL <sup>®</sup> 6/Adobe <sup>®</sup> Postscript <sup>®</sup> 3 <sup>™</sup> Network Printing, Color Network Scanning, Swing-Out Keyboard, Sharp OSA <sup>®</sup> technology (Cloud-Ready), Application Communication Module, External Accounting Module and Standard Security including End-of-Lease Data Erase feature (3,000 sheets standard paper supply)	\$16,010.00
<b>MX-8090N</b>	80 PPM Networked Digital B&W / Color Document System with multi-processing controller, 150 sheet Duplexing Single Pass Feeder, 3,000 Sheet Standard Paper Capacity (tandem sheet drawer - 2,000 sheet capacity / two 500 sheet trays), 1-TB hard disk drive, PCL <sup>®</sup> 6/Adobe <sup>®</sup> Postscript <sup>®</sup> 3 <sup>™</sup> Network Printing, Color Network Scanning, Swing-Out Keyboard, Sharp OSA <sup>®</sup> technology (Cloud-Ready), Application Communication Module, External Accounting Module and Standard Security including End-of-Lease Data Erase feature (3,000 sheets standard paper supply)	\$19,061.00

## Options &amp; Accessories

## Tray Options (Must Choose 1)

MX-MF10	100 Sheet Multi-Bypass Tray	\$498.00
<b>OR</b>		
MX-LCX3N	3,000 Sheet Large Capacity Cassette (letter / letter-R / legal / ledger) - requires MX-MF10	1,311.00
MX-MF10	100 Sheet Multi-Bypass Tray	498.00
<b>OR</b>		
MX-LC12	3,500 Sheet Large Capacity Tray (letter) - requires MX-MF10	686.00
MX-MF10	100 Sheet Multi-Bypass Tray	498.00
<b>OR</b>		
MX-LC13N	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / letter-R / legal / ledger) - requires MX-RB14	2,694.00
MX-RB14	Paper Pass Unit	460.00
MX-MF11	500 Sheet Multi-Bypass Tray - for use with MX-LC13N	733.00
<b>OR</b>		
MX-LC13N	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / letter-R / legal / ledger) - requires MX-RB14	2,694.00
MX-LC13N	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / letter-R / legal / ledger) - requires MX-RB14	2,694.00
MX-RB14	Paper Pass Unit	460.00
MX-RB17	Large Capacity Tray Connecting Kit (required for 2nd MX-LC13N)	795.00
MX-MF11	500 Sheet Multi-Bypass Tray - for use with MX-LC13N	733.00
<b>OR</b>		
MX-LT10	Long Paper Feeding Tray (for use with banner paper) - requires MX-MF10	84.00
MX-MF10	100 Sheet Multi-Bypass Tray (cannot be used with MX-LC13N/MX-RB14)	498.00

## Exit Tray

MX-TR14	Right Side Exit Tray - requires MX-MF10	77.00
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## Finishing Options (Must Choose 1)

MX-TU14	Center Exit Tray (required if no finishing option included)	56.00
<b>OR</b>		
MX-FN21	100 Sheet Staple Finisher (4,000 sheet output capacity) - requires MX-RB12N and MX-RB15	3,080.00
MX-RB12N	Paper Pass Unit	238.00
MX-RB15	Curl Correction Unit	460.00

**MX-7090N / MX-8090N**

**Pro Series Digital Color Document System**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>Finishing Options (Continued)</b>		
<i>optional accessories for MX-FN21 configuration</i>		
MX-PN13B	Punch Unit - for use with MX-FN21 or MX-FN22	\$419.00
MX-CF11	2 Tray Post Process Page Inserter - requires MX-FD10 or MX-RB13	1,607.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - requires MX-RB12N and MX-RB15	9,238.00
MX-RB13	Relay Unit - requires MX-FN21 or MX-FN22, required for MX-CF11 except when configured with MX-FD10	460.00
MX-FD10	Multi Folding Unit - requires MX-FN21 or MX-FN22	6,399.00
MX-SL10N	Status Indicator	268.00
MX-BM50	Plockmatic Booklet Maker - requires MX-FN21 and MX-PCB50, (MX-XB50 highly recommended)	8,219.00
MX-PCB50	Plockmatic Interface Kit - required for MX-BM50	42.00
MX-CF50	Plockmatic Cover Feeder	2,263.00
MX-FD50	Plockmatic Square Folder - requires MX-TM50	5,769.00
MX-TM50	Plockmatic Trimmer	5,769.00
MX-XB50	Plockmatic Rail Unit	211.00
<b>OR</b>		
MX-FN22	100 Sheet Staple / Saddle Stitch Finisher (4,000 sheet output capacity) - requires MX-RB12N and MX-RB15	4,344.00
MX-RB12N	Paper Pass Unit	238.00
MX-RB15	Curl Correction Unit	460.00
<i>optional accessories for MX-FN22 configuration</i>		
MX-PN13B	Punch Unit - for use with MX-FN21 or MX-FN22	419.00
MX-CF11	2 Tray Post Process Page Inserter - requires MX-FD10 or MX-RB13	1,607.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - requires MX-RB12N and MX-RB15	9,238.00
MX-RB13	Relay Unit - requires MX-FN21 or MX-FN22, required for MX-CF11 except when configured with MX-FD10	460.00
MX-FD10	Multi Folding Unit - requires MX-FN21 or MX-FN22	6,399.00
MX-TM10	Trimming Unit - requires MX-FN22	2,740.00
MX-SL10N	Status Indicator	268.00
<b>OR</b>		
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - requires MX-RB12N and MX-RB15	9,238.00
MX-RB12N	Paper Pass Unit	238.00
MX-RB15	Curl Correction Unit	460.00
<i>optional accessories for MX-ST10 high stacking configuration</i>		
MX-CF11	2 Tray Post Process Page Inserter - requires MX-FD10 or MX-RB13	1,607.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - requires MX-RB12N and MX-RB15	9,238.00
MX-RB13	Relay Unit - required for MX-CF11 except when configured with MX-FD10	460.00
MX-FD10	Multi Folding Unit	6,399.00
MX-CA10	Additional Paper Cart (can be ordered for convenience)	712.00
MX-SL10N	Status Indicator	268.00
<b>Security Options</b>		
MX-FR58U	Data Security Kit	361.00
<b>Print</b>		
MX-PF10	Bar Code Font Kit	287.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>OR</b>		
MX-PX12	Fiery Interface Kit	845.00
MX-PE14	Fiery Embedded Color Print Server (requires the MX-PX12)	3,959.00
MX-PEPP12	Fiery Productivity Pack (Option for MX-PE14 Only)	2,878.00
MX-PEFIS	Fiery Impose Software	1,419.00
MX-PEFC	Fiery Compose Software	659.00
MX-PEIC	Fiery Impose + Fiery Compose Software Bundle	1,800.00
MX-PECPS1	Fiery Color Profiler Suite (includes MX-PECPM 1-year SMSA)	1,378.00
MX-PESP	EFI ES-2000 Spectrophotometer	786.00
MX-PECPSP	Fiery Color Profiler Suite + EFI ES-2000 Spectrophotometer (includes MX-PECPM 1-year SMSA)	1,968.00

**MX-7090N / MX-8090N**

**Pro Series Digital Color Document System**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>Print (Continued)</b>		
MX-PECPM	Fiery Color Profiler Suite Additional 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PECPS1 or MX-PECPSP)	\$296.00
MX-PEJF1	Fiery JobFlow Software (includes MX-PEJFM 1-year SMSA)	3,363.00
MX-PEJFM	Fiery JobFlow 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJF1)	760.00
<b>OR</b>		
MX-PX13	Fiery Interface Kit	1,394.00
MX-PE13	Fiery External Color Print Server (requires the MX-PX13)	8,259.00
MX-PEFIS	Fiery Impose Software	1,419.00
MX-PEFC	Fiery Compose Software	659.00
MX-PEIC	Fiery Impose + Fiery Compose Software Bundle	1,800.00
MX-PEJM1	Fiery JobMaster Software (includes MX-PEJMM 1-year SMSA)	2,582.00
MX-PEJMM	Fiery JobMaster 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJM1)	549.00
MX-PEJ11	Fiery JobMaster + Fiery Impose Software Bundle (includes MX-PEJIM 1-year SMSA)	3,638.00
MX-PEJIM	Fiery JobMaster + Impose 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJ11)	760.00
MX-PEGAP	Fiery Graphic Arts Package, Premium Edition Software	3,954.00
MX-PEJF1	Fiery JobFlow Software (includes MX-PEJFM 1-year SMSA)	3,363.00
MX-PEJFM	Fiery JobFlow 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJF1)	760.00
MX-PEHD13	Fiery Removable Hard Disk Drive (Option for MX-PE13 Only)	786.00
MX-PESP	EFI ES-2000 Spectrophotometer	786.00
MX-PECPS1	Fiery Color Profiler Suite (includes MX-PECPM 1-year SMSA)	1,378.00
MX-PECPSP	Fiery Color Profiler Suite + EFI ES-2000 Spectrophotometer (includes MX-PECPM 1-year SMSA)	1,968.00
MX-PECPM	Fiery Color Profiler Suite Additional 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PECPS1 or MX-PECPSP)	296.00
MX-PECE1	Fiery Central (includes MX-PECEM 1-year SMSA)	3,638.00
MX-PECEM	Fiery Central 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PECE1)	760.00
MX-PENXLS	Premium Centralized Workstation with 27" monitor, Proximity Sensor	2,548.00
MX-PENXGL	Centralized Workstation with 22" monitor, wireless keyboard and mouse	1,863.00
<b>GBC Binding</b>		
<b>Main Unit Components</b>		
MX-GBCX2	GBC SmartPunch Pro™ - requires Die Set and MX-RB13	6,745.00
<b>GBC Accessories</b>		
MX-GBC03	3-Hole Die Set	387.00
MX-GBC11	11-Hole VeloBind Set	459.00
MX-GBC19	19-Hole CombBind Die Set	459.00
MX-GBC21	21-Hole WireBind Die Set	459.00
MX-GBC32	32-Hole WireBind Die Set	459.00
MX-GBC32PRO	32-Hole ProClick Die Set	459.00
MX-GBC44	44-Hole Color Coil Die Set	459.00
MX-GBC51	19-Hole CombBind Heavy Duty Die Set	1,546.00
MX-GBC52	44-Hole Color Coil Heavy Duty Die Set	1,462.00
MX-GBC53	3-Hole Heavy Duty Die Set	870.00
<b>Miscellaneous</b>		
MX-E524ZNT	Digital 208/230 Volt, 20 Amps Power Surge Protector (Recommended for MX-7090N/8090N main unit)	139.00
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector (Recommended for MX-BM50, MX-FN21, MX-FN22, MX-LC13N and MX-ST10)	93.00

**MX-7090N / MX-8090N Pro Series Digital Color Document System**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX6500SupplyKit	Supply Kit - B/C/M/Y Toner & Developer (MX-62NTBA, MX-75NTCA, MX-75NTMA, MX-75NTYA, MX-62NVBA & MX-62NVSA)	-	-	\$1,081.00
MX6500TonerKit	Toner Kit - B/C/M/Y Toner (MX-62NTBA, MX-75NTCA, MX-75NTMA & MX-75NTYA)			403.20
<b><u>Staples/Misc.</u></b>				
MX-SCX1	Staple Cartridge (MX-FN22)	3 Cartridges	5,000 / Ctg.	\$49.00
MX-SCX2	Staple Cartridge (MX-FN21 and MX-FN22)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC50	Staple Cartridge (Plockmatic - MX-BM50)	3 Cartridges	5,000 / Ctg.	70.00
AR-SV1	Stamp Cartridge (AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>					
	<u>Allowance</u>	<u>Copy Charge</u>				
<b>MX-7090N / MX-8090N - color</b>	0	\$0.0428				
<b>MX-7090N / MX-8090N - black</b>	0	\$0.0076				
			<u>Zone 1</u>		<u>Zone 2</u>	
	<u>Monthly Copy Allowance</u>	<u>Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>	
<b>MX-7090N / MX-8090N - color</b>	10,000	\$372.00	\$0.0372	\$446.00	\$0.0446	
<b>MX-7090N / MX-8090N - black</b>	2,500	\$16.50	\$0.0066	\$19.75	\$0.0079	
All MX-7090N / MX-8090N Accessories			Included		Included	



**SHARP®**

**B&W Multifunction Copiers & Printers**

## MX-M2651 / MX-M3051 / MX-M3551 / MX-M4051 Networked Digital Copier

Sharp's MX-M2651/M3051/M3551/M4051 Essentials Series monochrome workgroup document systems are built using the latest technology available to deliver the performance, features and reliability needed in today's busy workplace environments. These MFPs are also easy to use and offer enhanced productivity, all to provide customers with a seamless, intuitive experience, and the confidence in knowing their jobs will come out right the first time, every time. The monochrome Essentials Series also offers leading-edge security features to help businesses protect their data and personal information.

Sharp's customizable touchscreen display offers a user-friendly graphical interface with simplified Easy Modes, Integrated user guides and quick access to network services. With Sharp's MFP Voice feature available for these models, you can interact with the machine with the power of natural language. These models have standard full multifunction capability out-of-box, including copying, network printing and color network scanning. Add the optional PostScript Kit to enable the Adobe Embedded Print Engine, which direct prints PDF files with greater performance and rendering accuracy.

These models integrate seamlessly with today's complex network environments, and support popular cloud services and mobile technologies. Sharp's Application Portal enables administrators to easily add new apps or update existing apps right from the MFP.

The MX-M2651, MX-M3051, MX-M3551 and MX-M4051 Monochrome Essentials Series document systems are feature-rich and offer organizations powerful multitasking features at a strong value.

## Features at a glance

- ◆ 26 / 30 / 35 / 40 PPM Black & White Output - **Networked**
- ◆ Paper capacity maximum: 6,300 sheets
  - 650 Standard - One 550 sheet paper drawer and 100 sheet bypass tray
  - Optional Stand with (1) x 550 sheet paper drawer
  - Optional Stand with (2) x 550 sheet paper drawers
  - Optional Stand with (3) x 550 sheet paper drawers
  - Optional Stand with (1) x 550 sheet paper drawer + 2,100 sheet split tandem paper drawers
  - Optional 3,000 sheet large capacity tray
- ◆ 100 sheet reversing single-pass document feeder
- ◆ Flexible paper handling system supports media up to 110 lb cover and up to 12" x 18" through the paper trays
- ◆ Scans documents at up to 80 images per minute
- ◆ Large 10.1" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions when setting up jobs
- ◆ Access popular cloud services, such as Microsoft OneDrive™ for Business, SharePoint® Online, Google Drive™, Dropbox and more with Sharp's available Cloud Connect feature.
- ◆ With the available Optical Character Recognition (OCR) Expansion Kit, you can easily convert documents to popular Microsoft® file formats as well as a variety of PDF formats. You can also add options to Direct Print these same file types from thumb drives, cloud applications and more.
- ◆ Sharp's MFP Voice feature enables users to control the device with simple verbal commands. Experience a hands-free, voice-first interaction powered by Amazon Alexa. (optional hardware required)
- ◆ Network ready PCL® 6 and available Adobe® PostScript® 3™ printing systems ensure your documents print with the clarity and formatting you expect
- ◆ Available wireless networking feature can connect directly to your network or to mobile devices for convenient printing and scanning with the Sharpdesk® Mobile App
- ◆ Available Compact PDF feature dramatically reduces the file size of most color scanned documents, resulting in decreased network traffic and more efficient use of disk and cloud storage
- ◆ 600 x 600 dpi printing provides clear, crisp images and enhanced clarity for fine details such as small text and graphics
- ◆ Dimensions 24" (w) x 26" (d) x 33" (h)  
(Measurements for base model without Stand)



MX-M4051 shown with optional accessories

**MX-M2651 / MX-M3051 / MX-M3551 / MX-M4051 Networked Digital Copier**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-M2651</b>	26 PPM Networked B&W Digital Copier with Quad-Core Multitasking Controller, 500 GB Hard Disk Drive with Document Filing System, PCL®6 Printing System, Network Printing, Network Scanning, 100 Sheet Reversing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$2,286.00
<b>MX-M3051</b>	30 PPM Networked B&W Digital Copier with Quad-Core Multitasking Controller, 500 GB Hard Disk Drive with Document Filing System, PCL®6 Printing Systems, Network Printing, Network Scanning, 100 Sheet Reversing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$2,380.00
<b>MX-M3551</b>	35 PPM Networked B&W Digital Copier with Quad-Core Multitasking Controller, 500 GB Hard Disk Drive with Document Filing System, PCL®6 Printing Systems, Network Printing, Network Scanning, 100 Sheet Reversing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$3,131.00
<b>MX-M4051</b>	40 PPM Networked B&W Digital Copier with Quad-Core Multitasking Controller, 500 GB Hard Disk Drive with Document Filing System, PCL®6 Printing Systems, Network Printing, Network Scanning, 100 Sheet Reversing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$3,318.00

**Options & Accessories**

**Output Options (Must Choose 1)**

MX-TU16	Center Exit Tray Unit	\$38.00
MX-TR20	Job Separator (optional, for use with MX-TU16)	23.00
<b>or</b>		
MX-FN27N	Inner Finisher	628.00
MX-PN14B	3 Hole Punch Module (for use with MX-FN27N)	349.00
<b>or</b>		
MX-FN28	Stacking Finisher - 1,000 Sheets (requires MX-RB25N)	1,120.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN29	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN30	Stacking Finisher - 3,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00
<b>or</b>		
MX-FN31	Saddle Stitch Finisher - 3,000 Sheets (requires MX-RB25N)	2,622.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00

**MX-M2651 / MX-M3051 / MX-M3551 / MX-M4051 Networked Digital Copier**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>Paper Tray Options (Must Choose Cabinet or Stand)</b>		
MX-60ABD	Deluxe Copier Cabinet	\$115.00
MX-DE25N	Stand with (1) x 550 Sheet Paper Drawer	348.00
MX-DE26N	Stand with (2) x 550 Sheet Paper Drawers	423.00
MX-DE27N	Stand with (3) x 550 Sheet Paper Drawers	573.00
MX-DE28N	Stand with (1) x 550 + 2,100 Sheet Split Tandem Paper Drawers	745.00
MX-DE29N	Low Stand with (1) x 550 Sheet Paper Drawer (for wheelchair access)	348.00
MX-LC17N	Large Capacity Tray - 3,000 Sheets (requires MX-DE25N, MX-DE26N, MX-DE27N or MX-DE28N)	621.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	84.00
<b>Exit Tray</b>		
MX-TR19N	Right Side Exit Tray	70.00
<b>Security</b>		
MX-FR64U	Data Security Kit	231.00
<b>Print</b>		
MX-PK13L	Adobe PS3 Expansion Kit	202.00
MX-PF10	Bar Code Font Kit	287.00
MX-PU10L	Direct Print Expansion Kit	443.00
MX-EB18	Wireless LAN Adaptor	185.00
MX-EB19L	Enhanced Compression Kit (Compact PDF)	277.00
MX-EB20L	OCR Expansion Kit	122.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>Sharp OSA®</b>		
MX-AMX2L	OSA Application Communication Module	174.00
MX-AMX3L	OSA External Accounting Module	94.00
<b>Fax</b>		
MX-FX15	Facsimile Expansion Kit	435.00
MX-FWX1L	Internet Fax Kit	265.00
<b>Miscellaneous</b>		
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector	93.00
MX-UT10	Utility Table	70.00

**MX-M2651 / MX-M3051 / MX-M3551 / MX-M4051 Networked Digital Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM565NSupplykit	Start-up Supply Kit - 1 Toner and 1 Developer (MX-561NT & MX-561NV)	-	-	\$161.00
<b>Staples/Misc.</b>				
MX-SCX1	Staple Cartridge (MX-FN27, MX-FN28 and MX-FN29)	3 Cartridges	5,000 / Ctg.	\$49.00
AR-SC2	Saddle Stitch Staple Cartridge (MX-FN29)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC11	Staple Cartridge (MX-FN30 and MX-FN31)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC12	Saddle Stitch Staple Cartridge (MX-FN31)	4 Cartridges	2,000 / Ctg.	30.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>
<b>MX-M2651</b>	0	\$0.0080
<b>MX-M3051 / MX-M3551 / MX-M4051</b>	0	\$0.0075

	<u>Monthly Copy Allowance</u>	<b>Zone 1</b>		<b>Zone 2</b>	
		<u>Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-M2651</b>	2,500	\$17.50	\$0.0070	\$21.00	\$0.0084
<b>MX-M3051 / MX-M3551</b>	3,000	\$19.20	\$0.0064	\$23.10	\$0.0077
<b>MX-M4051</b>	4,000	\$25.60	\$0.0064	\$30.80	\$0.0077

All MX-M2651 / MX-M3051 / MX-M3551 / MX-M4051 accessories

Included

Included

## MX-M3071 / MX-M3571 / MX-M4071 Networked Digital Copier

Sharp's MX-M3071/M3571/M4071 Advanced Series monochrome workgroup document systems are built using the latest technology available to deliver the performance, features and reliability needed in today's busy workplace environments. These MFPs are also easy to use and offer enhanced productivity, all to provide customers with a seamless, intuitive experience, and the confidence in knowing their jobs will come out right the first time, every time. The Monochrome Advanced Series also offers leading-edge security features to help businesses protect their data and personal information.

Sharp's customizable touchscreen display offers a user-friendly graphical interface with simplified Easy Modes, integrated user guides and quick access to network services. With Sharp's MFP Voice feature available for these models, you can interact with the machine with the power of natural language. These models have standard full multifunction capability out-of-box, including copying, network printing and color network scanning. Adobe Embedded Print Engine technology direct prints PDF files from a variety of sources with greater performance and rendering accuracy.

These models integrate seamlessly with today's complex network environments, and support popular cloud services and mobile technologies. Sharp's Application Portal enables administrators to easily add new apps or update existing apps right from the MFP.

The MX-M3071, MX-M3571 and MX-M4071 Monochrome Advanced Series offers organizations powerful multitasking features, enabling them to quickly execute the ever-changing workflow tasks of today's busy office environments.

## Features at a glance

- ◆ 30 / 35 / 40 PPM Black & White Output - **Networked**
- ◆ Paper capacity maximum: 6,300 sheets
  - 650 Standard - One 550 sheet paper drawer and 100 sheet bypass tray
  - Optional Stand with (1) x 550 sheet paper drawer
  - Optional Stand with (2) x 550 sheet paper drawers
  - Optional Stand with (3) x 550 sheet paper drawers
  - Optional Stand with (1) x 550 sheet paper drawer + 2,100 sheet split tandem paper drawers
  - Optional 3,000 sheet large capacity tray
- ◆ Standard 150 sheet duplexing single-pass document feeder
- ◆ Flexible paper handling system supports media up to 110 lb cover and up to 12" x 18" through the paper trays
- ◆ Scans documents at up to 220 images per minute
- ◆ Automatic walk-up motion sensor wakes the machine, and it's ready within seconds
- ◆ Sharp's MFP Voice feature enables users to control the device with simple verbal commands. Experience a hands-free, voice-first interaction powered by Amazon Alexa. (optional hardware required)
- ◆ Large 10.1" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions when setting up jobs
- ◆ Network ready PCL® 6 and Adobe® PostScript® 3™ printing systems ensure your documents print with the clarity and formatting you expect
- ◆ Access popular cloud services, such as Microsoft OneDrive™ for Business, SharePoint® Online, Google Drive™, Dropbox and more with Sharp's available Cloud Connect feature.
- ◆ Standard wireless networking feature can connect directly to your network or to mobile devices for convenient printing and scanning with the Sharpdesk® Mobile App
- ◆ Easily convert documents to popular Microsoft® file formats, as well as a variety of PDF formats, with standard Optical Character Recognition (OCR) capabilities.
- ◆ 1,200 x 1,200 dpi resolution produces razor-sharp documents
- ◆ Dimensions 24" (w) x 26" (d) x 33" (h)  
(Measurements for base model without Stand)



MX-M4071 shown with optional accessories

**MX-M3071 / MX-M3571 / MX-M4071 Networked Digital Copier**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-M3071</b>	30 PPM Networked B&W Digital Copier with Walk-Up Motion Sensor, Wireless Connectivity, Quad-Core Multitasking Controller, Retractable Keyboard, Sharp OSA® Technology (Cloud Ready) - Application Communication and External Accounting Modules, 500 GB Hard Disk Drive with Document Filing System, PCL®6 and Adobe® PostScript® 3™ Printing Systems, Network Printing, Network Scanning, 150 Sheet Duplexing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$3,084.00
<b>MX-M3571</b>	35 PPM Networked B&W Digital Copier with Walk-Up Motion Sensor, Wireless Connectivity, Quad-Core Multitasking Controller, Retractable Keyboard, Sharp OSA® Technology (Cloud Ready) - Application Communication and External Accounting Modules, 500 GB Hard Disk Drive with Document Filing System, PCL®6 and Adobe® PostScript® 3™ Printing Systems, Network Printing, Network Scanning, 150 Sheet Duplexing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$3,553.00
<b>MX-M4071</b>	40 PPM Networked B&W Digital Copier with Walk-Up Motion Sensor, Wireless Connectivity, Quad-Core Multitasking Controller, Retractable Keyboard, Sharp OSA® Technology (Cloud Ready) - Application Communication and External Accounting Modules, 500 GB Hard Disk Drive with Document Filing System, PCL®6 and Adobe® PostScript® 3™ Printing Systems, Network Printing, Network Scanning, 150 Sheet Duplexing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$3,694.00

**Options & Accessories**

**Output Options (Must Choose 1)**

MX-TU16	Center Exit Tray Unit	\$38.00
MX-TR20	Job Separator (optional, for use with MX-TU16)	23.00
<b>or</b>		
MX-FN27N	Inner Finisher	628.00
MX-PN14B	3 Hole Punch Module (for use with MX-FN27N)	349.00
<b>or</b>		
MX-FN28	Stacking Finisher - 1,000 Sheets (requires MX-RB25)	1,120.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN29	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB25)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN30	Stacking Finisher - 3,000 Sheets (requires MX-RB25)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00
<b>or</b>		
MX-FN31	Saddle Stitch Finisher - 3,000 Sheets (requires MX-RB25)	2,622.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00

**MX-M3071 / MX-M3571 / MX-M4071 Networked Digital Copier**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>Paper Tray Options (Must Choose Cabinet or Stand)</b>		
MX-60ABD	Deluxe Copier Cabinet	\$115.00
MX-DE25N	Stand with (1) x 550 Sheet Paper Drawer	348.00
MX-DE26N	Stand with (2) x 550 Sheet Paper Drawers	423.00
MX-DE27N	Stand with (3) x 550 Sheet Paper Drawers	573.00
MX-DE28N	Stand with (1) x 550 + 2,100 Sheet Split Tandem Paper Drawers	745.00
MX-DE29N	Low Stand with (1) x 550 Sheet Paper Drawer (for wheelchair access)	348.00
MX-LC17N	Large Capacity Tray - 3,000 Sheets (requires MX-DE25N, MX-DE26N, MX-DE27N or MX-DE28N)	621.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	84.00
<b>Exit Tray</b>		
MX-TR19N	Right Side Exit Tray	70.00
<b>Security</b>		
MX-FR64U	Data Security Kit	231.00
<b>Print</b>		
MX-PF10	Bar Code Font Kit	287.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>Fax</b>		
MX-FX15	Facsimile Expansion Kit	435.00
MX-FWX1L	Internet Fax Kit	265.00
<b>Miscellaneous</b>		
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector	93.00
MX-UT10	Utility Table	70.00

**MX-M3071 / MX-M3571 / MX-M4071 Networked Digital Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM565NSupplykit	Start-up Supply Kit - 1 Toner and 1 Developer (MX-561NT & MX-561NV)	-	-	\$161.00
<b><u>Staples/Misc.</u></b>				
MX-SCX1	Staple Cartridge (MX-FN27, MX-FN28 and MX-FN29)	3 Cartridges	5,000 / Ctg.	\$49.00
AR-SC2	Saddle Stitch Staple Cartridge (MX-FN29)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC11	Staple Cartridge (MX-FN30 and MX-FN31)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC12	Saddle Stitch Staple Cartridge (MX-FN31)	4 Cartridges	2,000 / Ctg.	30.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

***Supplies Included***

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>				
<b>MX-M3071 / MX-M3571 / MX-M4071</b>	0	\$0.0075				
			<u>Zone 1</u>		<u>Zone 2</u>	
	<u>Monthly Copy Allowance</u>	<u>Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>	
<b>MX-M3071 / MX-M3571</b>	3,000	\$19.20	\$0.0064	\$23.10	\$0.0077	
<b>MX-M4071</b>	4,000	\$25.60	\$0.0064	\$30.80	\$0.0077	
All MX-M3071 / MX-M3571 / MX-M4071 accessories		Included		Included		

## MX-B376W / MX-B476W Networked Digital A4 Copier

The MX-B376W and MX-B476W Advanced Series desktop monochrome document systems deliver crisp, high-quality output with exceptional ease of use. These models provide customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Designed with high-performance features typically found on larger machines, the compact MX-B376W and MX-B476W deliver the productivity you need with the performance and reliability you want.

Sharp's customizable touchscreen display offers a user-friendly graphical interface with simplified Easy Modes, integrated user guides and quick access to network services. With Sharp's MFP Voice feature available on these models, you can interact with the machine with the power of natural language.

These models offer out-of-the-box copy, print, scan and fax capabilities, plus standard Cloud Connect features combined with wireless networking that enable users to easily manage their workflow from PCs, smart phones and tablets. They integrate seamlessly with today's complex network environments and support popular cloud services and mobile technologies. With Sharp's Application Portal, administrators can easily add or update apps right from the touchscreen panel of the MFP.

The compact MX-B376W and MX-B476W Advanced Series desktop monochrome document systems offer powerful productivity features enabling users to quickly execute workflow tasks in today's busy office environments. And with Sharp's multi-layered leading edge Security Suite, these models can help protect your data and personal information from the first day of operation to the time of trade-in.

## Features at a glance

- ◆ Crisp black-and-white copies at speeds of 37 PPM (MX-B376W) and 47 PPM (MX-B476W)
- ◆ Paper capacity maximum: 2,350 sheets (letter and legal)
  - Standard 500 sheet paper drawer and 50 sheet bypass tray
  - Optional: up to 3 additional 600 sheet paper drawers
- ◆ 50 Sheet Reversing Single Pass Feeder (MX-B376W), 100 Sheet Duplexing Single Pass Feeder (MX-B476W)
- ◆ Both models can feed letter size, legal size, statement size and business card size original documents
- ◆ Customizable Touchscreen display enables easy access to features and functions when setting up jobs
- ◆ Built-in Optical Character Recognition (OCR) function can convert scanned documents to text-searchable PDF format, Microsoft® Office file formats and more
- ◆ Direct print Microsoft Word, PowerPoint® and Excel® files from thumb drives, cloud applications, network folders and more. This function is enabled via Qualcomm® DirectOffice™ technology.
- ◆ Standard Compact PDF feature dramatically reduces the file size of most color scanned documents, resulting in decreased network traffic and more efficient use of disk and cloud storage
- ◆ Sharp's MFP Voice feature enables users to control the device with simple verbal commands. Experience a hands-free, voice-first interaction powered by Amazon Alexa. (optional hardware required)
- ◆ PCL® 6 and Adobe®/Postscript® 3™ network printing
- ◆ Supports popular mobile technologies, enabling users to easily print files from smart phones, tablets and even notebook computers
- ◆ Environmentally-friendly in design, engineering and manufacturing
- ◆ Dimensions 19-3/8" (w) x 20 x-3/8" (d) x 25-1/8" (h)  
(Measurements for base model without Stand)



MX-B476W shown with optional accessories

**MX-B376W / MX-B476W Networked Digital A4 Copier**

Sourcewell Contract #030321-SEC

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-B376W</b>	37 PPM Desktop Monochrome Multi-Function Document System includes multitasking controller, 50 sheet reversing single pass feeder, PCL® 6 and Adobe PostScript® 3™ printing systems, network scanning, auto duplexing, one 500 sheet paper drawer and 50 sheet bypass tray.	\$1,463.00
<b>MX-B476W</b>	47 PPM Desktop Monochrome Multi-Function Document System includes multitasking controller, 100 sheet duplexing single pass feeder, PCL® 6 and Adobe PostScript® 3™ printing systems, network scanning, auto duplexing, one 500 sheet paper drawer and 50 sheet bypass tray.	\$1,792.00

**Options & Accessories**

**Output Options**

MX-FN32	Inner Finisher	\$604.00
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**Tray Options**

MX-DS22N	High Stand	105.00
MX-DS23N	Low Stand	67.00
MX-CS14N	600 sheet Paper Feed Unit	94.00

**Security**

MX-FR63U	Data Security Kit	304.00
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**Print**

MX-PF10	Bar Code Font Kit	287.00
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**Fax**

MX-FWX1L	Internet Fax Kit	265.00
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**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector	93.00
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**MX-B376W / MX-B476W Networked Digital A4 Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX-B45WSupplykit	Supply Kit - 1 Toner and 1 Developer (MX-B45NT & MX-B45NV)	-	-	\$59.75
<u>Staples</u>				
MX-SCX1	Staple Cartridge (5,000 staples per ctg)	3 Cartridges	15,000	\$49.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>			
MX-B376W / MX-B476W	0	\$0.0092			
			<u>Zone 1</u>	<u>Zone 2</u>	
	<u>Monthly Copy Allowance</u>	<u>Monthly Base</u>	<u>0 - 25 Miles</u>	<u>26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-B376W / MX-B476W	1,000	\$8.00	\$0.0080	\$9.60	\$0.0096

## MX-B427W Desktop Monochrome Document System

The MX-B427W desktop monochrome document system delivers crisp, high-quality output with exceptional ease of use. This model provides customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Designed with robust technology and energy efficient features, the compact MX-B427W delivers the productivity you need with the performance and reliability you want in your workplace or home office.

### Features at a glance

- ◆ Productive Printing Speeds up to 42 ppm
- ◆ Standard copy, print, scan and fax capability right out-of-the-box
- ◆ Compact design easily fits into small offices or home workspaces in desktop or console configurations
- ◆ 50 sheet duplexing document feeder
- ◆ Offers up to three paper sources with available 900 sheet maximum paper capacity (letter/legal/statement)
- ◆ 2.8" (diagonal) color touchscreen display with user-friendly graphical interface
- ◆ Easily copy both sides of ID, business or credit cards onto one single page
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and even notebook computers
- ◆ Supports letter, statement and legal size paper through the standard paper drawer or bypass tray as well as envelopes (bypass tray only)
- ◆ 600 x 600 dpi printing delivers clear, crisp images and text page after page
- ◆ Sharp Remote Device Manager (SRDM) allows administrators to have centralized control of the device over the network in order to simplify installation and management
- ◆ Protect your intellectual property: a wide range of security features help to keep your information safe, whether it's in a document, on the device, or over your network
- ◆ Convenient front-facing USB port for easy direct printing of PDF files from a USB drive without having to access a PC
- ◆ Dimensions 16.2" (w) x 14.4" (d) x 13.3" (h)



MX-B427W shown with optional accessories

**MX-B427W Desktop Monochrome Document System**

Sourcewell Contract #030321-SEC

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-B427W</b>	42 PPM Desktop Monochrome Multi-Function Document System includes multitasking controller, 50-sheet DSPF, PCL 6 and PostScript® 3™ compatible printing systems, network scanning, auto duplexing, 1 x 250-sheet paper drawer, 100-sheet bypass tray. Drum and starter toner included (starter toner estimated yield: 3,000 images/cartridge).	\$628.00

**Tray Options**

MX-CS26	550 Sheet Paper Drawer	\$128.00
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**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**Supplies**

MX-B42T	Black Toner Cartridge Estimated 20,000 images @ 5% Image Area/Cartridge	\$200.00
MX-B42DU	Black Drum Estimated Yield - 40,000 Images/Package	55.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>			
<b>MX-B427W</b>	0	\$0.0202			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-B427W</b>	500	\$8.75	\$0.0175	\$10.50	\$0.0210

## MX-B467F Desktop Monochrome Document System

The MX-B467F desktop monochrome document system delivers crisp, high-quality output with exceptional ease of use. This model provides customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Designed with robust technology and software typically found on full-size workgroup devices, the compact MX-B467F delivers the productivity you need with the performance and reliability you want in your workplace or home office.

### Features at a glance

- ◆ Productive Printing Speeds up to 46 ppm
- ◆ Standard copy, print, scan and fax capability right out-of-the-box
- ◆ Compact design easily fits into small offices or home workspaces in desktop or console configurations
- ◆ 50 sheet duplexing document feeder
- ◆ Offers up to five paper sources with available 2,000 sheet maximum paper capacity (letter/legal/statement)
- ◆ 4.3" (diagonal) color touchscreen with Easy Mode tiles for smooth, tablet-style interaction
- ◆ Easily copy both sides of ID, business or credit cards onto one single page
- ◆ Optional optical character recognition (OCR) allows users to convert a scanned document into a searchable PDF file or editable Word file
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and even notebook computers
- ◆ Supports letter, legal and statement size paper through the standard paper drawer or bypass tray as well as envelopes (bypass tray only)
- ◆ 1,200 x 1,200 dpi printing delivers clear, crisp images and text page after page
- ◆ Sharp Remote Device Manager (SRDM) allows administrators to have centralized control of the device over the network in order to simplify installation and management
- ◆ Protect your intellectual property: a wide range of security features help to keep your information safe, whether it's in a document, on the device, or over your network
- ◆ Convenient front-facing USB port for easy direct printing of Microsoft® Office files from a USB drive without having to access a PC
- ◆ Dimensions 19.3" (w) x 16.9" (d) x 18.8" (h)



MX-B467F shown with optional accessories

**MX-B467F Desktop Monochrome Document System**

Sourcewell Contract #030321-SEC

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-B467F</b>	46 PPM Desktop Monochrome Multi-Function Document System includes multitasking controller, 50-sheet DSPF, PCL 6 and PostScript® 3™ compatible printing systems, network scanning, auto duplexing, 1 x 250-sheet paper drawer, 100-sheet bypass tray. Drum and starter toner included (starter toner estimated yield: 11,000 images/cartridge).	\$832.00

**Tray Options**

MX-CS27	250 Sheet Paper Drawer	\$102.00
MX-CS28	550 Sheet Paper Drawer	158.00

**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**Supplies**

MX-B46T	Black Toner Cartridge Estimated 25,000 images @ 5% Image Area/Cartridge	\$165.00
MX-B46DU	Black Drum Estimated Yield - 50,000 Images/Package	36.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>			
<b>MX-B467F</b>	0	\$0.0127			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-B467F</b>	500	\$5.55	\$0.0111	\$6.65	\$0.0133

## MX-M5051 / MX-M6051 Networked Digital Copier

The Sharp MX-M5051 and MX-M6051 Essentials Series monochrome document systems are built using the latest technology available to deliver the performance, features and reliability needed in today's busy workplace environments. These MFPs are also easy to use and offer enhanced productivity, all to provide customers with a seamless, intuitive experience, and the confidence in knowing their jobs will come out right the first time, every time. The Monochrome Essentials Series also offers leading-edge security features to help businesses protect their data and personal information.

Sharp's customizable touchscreen display offers a user-friendly graphical interface with simplified Easy Modes, integrated user guides and quick access to network services. With Sharp's MFP Voice feature available for these models, you can interact with the machine with the power of natural language. These models have standard full multifunction capability out-of-box, including copying, network printing and color network scanning. Add the optional PostScript Kit to enable the Adobe Embedded Print Engine, which direct prints PDF files with greater performance and rendering accuracy.

These models integrate seamlessly with today's complex network environments, and support popular cloud services and mobile technologies. Sharp's Application Portal enables administrators to easily add new apps or update existing apps right from the MFP.

The MX-M5051 and MX-M6051 Monochrome Essentials Series document systems are feature rich and offer organizations powerful multitasking features at a strong value.

## Features at a glance

- ◆ 50 / 60 PPM Black & White Output - **Networked**
- ◆ Paper capacity maximum: 6,300 sheets
  - 650 Standard - One 550 sheet paper drawer and 100 sheet bypass tray
  - Optional Stand with (1) x 550 sheet paper drawer
  - Optional Stand with (2) x 550 sheet paper drawers
  - Optional Stand with (3) x 550 sheet paper drawers
  - Optional Stand with (1) x 550 sheet paper drawer + 2,100 sheet split tandem paper drawers
  - Optional 3,000 sheet large capacity tray
- ◆ 100 sheet reversing single-pass document feeder
- ◆ Flexible paper handling system supports media up to 110 lb cover and up to 12" x 18" through the paper trays
- ◆ Scans documents at up to 80 images per minute
- ◆ Large 10.1" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions when setting up jobs
- ◆ Access popular cloud services, such as Microsoft OneDrive™ for Business, SharePoint® Online, Google Drive™, Dropbox and more with Sharp's available Cloud Connect feature
- ◆ With the available Optical Character Recognition (OCR) Expansion Kit, you can easily convert documents to popular Microsoft® file formats as well as a variety of PDF formats. You can also add options to Direct Print these same file types from thumb drives, cloud applications and more.
- ◆ Sharp's MFP Voice feature enables users to control the device with simple verbal commands. Experience a hands-free, voice-first interaction powered by Amazon Alexa. (optional hardware required)
- ◆ Network ready PCL® 6 and available Adobe® PostScript® 3™ printing systems ensure your documents print with the clarity and formatting you expect
- ◆ Available wireless networking feature can connect directly to your network or to mobile devices for convenient printing and scanning with the Sharpdesk® Mobile App
- ◆ Available Compact PDF feature dramatically reduces the file size of most color scanned documents, resulting in decreased network traffic and more efficient use of disk and cloud storage
- ◆ 600 x 600 dpi printing provides clear, crisp images and enhanced clarity for fine details such as small text and graphics
- ◆ Dimensions 24" (w) x 26" (d) x 33" (h)  
(Measurements for base model without Stand)



MX-M6051 shown with optional accessories

**MX-M5051 / MX-M6051 Networked Digital Copier**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-M5051</b>	50 PPM Networked B&W Digital Copier with Quad-Core Multitasking Controller, 500 GB Hard Disk Drive with Document Filing System, PCL®6 Printing System, Network Printing, Network Scanning, 100 Sheet Reversing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$3,757.00
<b>MX-M6051</b>	60 PPM Networked B&W Digital Copier with Quad-Core Multitasking Controller, 500 GB Hard Disk Drive with Document Filing System, PCL®6 Printing Systems, Network Printing, Network Scanning, 100 Sheet Reversing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$4,320.00

**Options & Accessories**

**Output Options (Must Choose 1)**

MX-TU16	Center Exit Tray Unit	\$38.00
MX-TR20	Job Separator (optional, for use with MX-TU16)	23.00
<b>or</b>		
MX-FN27N	Inner Finisher	628.00
MX-PN14B	3 Hole Punch Module (for use with MX-FN27N)	349.00
<b>or</b>		
MX-FN28	Stacking Finisher - 1,000 Sheets (requires MX-RB25N)	1,120.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN29	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN30	Stacking Finisher - 3,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00
<b>or</b>		
MX-FN31	Saddle Stitch Finisher - 3,000 Sheets (requires MX-RB25N)	2,622.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00

**Paper Tray Options (Must Choose Cabinet or Stand)**

MX-60ABD	Deluxe Copier Cabinet	115.00
MX-DE25N	Stand with (1) x 550 Sheet Paper Drawer	348.00
MX-DE26N	Stand with (2) x 550 Sheet Paper Drawers	423.00
MX-DE27N	Stand with (3) x 550 Sheet Paper Drawers	573.00
MX-DE28N	Stand with (1) x 550 + 2,100 Sheet Split Tandem Paper Drawers	745.00
MX-DE29N	Low Stand with (1) x 550 Sheet Paper Drawer (for wheelchair access)	348.00
MX-LC17N	Large Capacity Tray - 3,000 Sheets (requires MX-DE25N, MX-DE26N, MX-DE27N or MX-DE28N)	621.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	84.00

**MX-M5051 / MX-M6051 Networked Digital Copier**

Sourcewell Contract #030321-SEC

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>Exit Tray</b>		
MX-TR19N	Right Side Exit Tray	\$70.00
<b>Security</b>		
MX-FR64U	Data Security Kit	231.00
<b>Print</b>		
MX-PK13L	Adobe PS3 Expansion Kit	202.00
MX-PF10	Bar Code Font Kit	287.00
MX-PU10L	Direct Print Expansion Kit	443.00
MX-EB18	Wireless LAN Adaptor	185.00
MX-EB19L	Enhanced Compression Kit (Compact PDF)	277.00
MX-EB20L	OCR Expansion Kit	122.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>Sharp OSA®</b>		
MX-AMX2L	OSA Application Communication Module	174.00
MX-AMX3L	OSA External Accounting Module	94.00
<b>Fax</b>		
MX-FX15	Facsimile Expansion Kit	435.00
MX-FWX1L	Internet Fax Kit	265.00
<b>Miscellaneous</b>		
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector	93.00
MX-UT10	Utility Table	70.00

**MX-M5051 / MX-M6051 Networked Digital Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM565NSupplykit	Start-up Supply Kit - 1 Toner and 1 Developer (MX-561NT & MX-561NV)	-	-	\$161.00
<b><u>Staples/Misc.</u></b>				
MX-SCX1	Staple Cartridge (MX-FN27, MX-FN28 and MX-FN29)	3 Cartridges	5,000 / Ctg.	\$49.00
AR-SC2	Saddle Stitch Staple Cartridge (MX-FN29)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC11	Staple Cartridge (MX-FN30 and MX-FN31)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC12	Saddle Stitch Staple Cartridge (MX-FN31)	4 Cartridges	2,000 / Ctg.	30.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

***Supplies Included***

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>	
	<u>Allowance</u>	<u>Copy Charge</u>
<b>MX-M5051</b>	0	\$0.0073
<b>MX-M6051</b>	0	\$0.0070

	<u>Monthly Copy Allowance</u>	<u>Zone 1</u>		<u>Zone 2</u>	
		<u>Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-M5051</b>	5,000	\$31.50	\$0.0063	\$38.00	\$0.0076
<b>MX-M6051</b>	7,500	\$45.75	\$0.0061	\$54.75	\$0.0073
<b>All MX-M5051 / MX-M6051 accessories</b>		Included		Included	

## MX-M5071 / MX-M6071 Networked Digital Copier

The Sharp MX-M5071 and MX-M6071 Advanced Series monochrome workgroup document systems are built using the latest technology available to deliver the performance, features and reliability needed in today's busy workplace environments. These MFPs are also easy to use and offer enhanced productivity, all to provide customers with a seamless, intuitive experience, and the confidence in knowing their jobs will come out right the first time, every time. The Monochrome Advanced Series also offers leading-edge security features to help businesses protect their data and personal information.

Sharp's customizable touchscreen display offers a user-friendly graphical interface with simplified Easy Modes, integrated user guides and quick access to network services. With Sharp's MFP Voice feature available for these models, you can interact with the machine with the power of natural language. These models have standard full multifunction capability out-of-box, including copying, network printing and color network scanning. Adobe Embedded Print Engine technology direct prints PDF files from a variety of sources with greater performance and rendering accuracy.

These models integrate seamlessly with today's complex network environments, and support popular cloud services and mobile technologies. Sharp's Application Portal enables administrators to easily add new apps or update existing apps right from the MFP.

The MX-M5071 and MX-M6071 Monochrome Advanced Series offers organizations powerful multitasking features, enabling them to quickly execute the ever-changing workflow tasks of today's busy office environments

## Features at a glance

- ◆ 50 / 60 PPM Black & White Output - **Networked**
- ◆ Paper capacity maximum: 6,300 sheets
  - 650 Standard - One 550 sheet paper drawer and 100 sheet bypass tray
  - Optional Stand with (1) x 550 sheet paper drawer
  - Optional Stand with (2) x 550 sheet paper drawers
  - Optional Stand with (3) x 550 sheet paper drawers
  - Optional Stand with (1) x 550 sheet paper drawer + 2,100 sheet split tandem paper drawers
  - Optional 3,000 sheet large capacity tray
- ◆ Standard 150 sheet duplexing single-pass document feeder
- ◆ Flexible paper handling system supports media up to 110 lb cover and up to 12" x 18" through the paper trays
- ◆ Scans documents at up to 220 images per minute
- ◆ Automatic walk-up motion sensor wakes the machine, and it's ready within seconds
- ◆ Sharp's MFP Voice feature enables users to control the device with simple verbal commands. Experience a hands-free, voice-first interaction powered by Amazon Alexa. (optional hardware required)
- ◆ Large 10.1" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions when setting up jobs
- ◆ Network ready PCL® 6 and Adobe® PostScript® 3™ printing systems ensure your documents print with the clarity and formatting you expect
- ◆ Access popular cloud services, such as Microsoft OneDrive™ for Business, SharePoint® Online, Google Drive™, Dropbox and more with Sharp's available Cloud Connect feature
- ◆ Standard wireless networking feature can connect directly to your network or to mobile devices for convenient printing and scanning with the Sharpdesk® Mobile App
- ◆ Easily convert documents to popular Microsoft® file formats, as well as a variety of PDF formats, with standard Optical Character Recognition (OCR) capabilities.
- ◆ 1,200 x 1,200 dpi resolution produces razor-sharp documents
- ◆ Dimensions 24" (w) x 26" (d) x 33" (h)  
(Measurements for base model without Stand)



MX-M6071 shown with optional accessories

**MX-M5071 / MX-M6071 Networked Digital Copier**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-M5071</b>	50 PPM Networked B&W Digital Copier with Walk-Up Motion Sensor, Wireless Connectivity, Quad-Core Multitasking Controller, Retractable Keyboard, Sharp OSA® Technology (Cloud Ready) - Application Communication and External Accounting Modules, 500 GB Hard Disk Drive with Document Filing System, PCL®6 and Adobe® PostScript® 3™ Printing Systems, Network Printing, Network Scanning, 150 Sheet Duplexing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$4,227.00
<b>MX-M6071</b>	60 PPM Networked B&W Digital Copier with Walk-Up Motion Sensor, Wireless Connectivity, Quad-Core Multitasking Controller, Retractable Keyboard, Sharp OSA® Technology (Cloud Ready) - Application Communication and External Accounting Modules, 500 GB Hard Disk Drive with Document Filing System, PCL®6 and Adobe® PostScript® 3™ Printing Systems, Network Printing, Network Scanning, 150 Sheet Duplexing Single Pass Feeder, Auto Duplexing, 550 Sheet Paper Drawer and 100 Sheet Bypass Tray. Standard Security with End-of-Lease Feature. (650 sheets standard paper supply)	\$5,024.00

**Options & Accessories**

**Output Options (Must Choose 1)**

MX-TU16	Center Exit Tray Unit	\$38.00
MX-TR20	Job Separator (optional, for use with MX-TU16)	23.00
<b>or</b>		
MX-FN27N	Inner Finisher	628.00
MX-PN14B	3 Hole Punch Module (for use with MX-FN27)	349.00
<b>or</b>		
MX-FN28	Stacking Finisher - 1,000 Sheets (requires MX-RB25N)	1,120.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN29	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN15B	3 Hole Punch Module (for use with MX-FN28 or MX-FN29)	349.00
<b>or</b>		
MX-FN30	Stacking Finisher - 3,000 Sheets (requires MX-RB25N)	1,332.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00
<b>or</b>		
MX-FN31	Saddle Stitch Finisher - 3,000 Sheets (requires MX-RB25N)	2,622.00
MX-RB25N	Paper Pass Unit	195.00
MX-PN16B	3 Hole Punch Module (for use with MX-FN30 or MX-FN31)	349.00

**MX-M5071 / MX-M6071 Networked Digital Copier**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>Paper Tray Options (Must Choose Cabinet or Stand)</b>		
MX-60ABD	Deluxe Copier Cabinet	\$115.00
MX-DE25N	Stand with (1) x 550 Sheet Paper Drawer	348.00
MX-DE26N	Stand with (2) x 550 Sheet Paper Drawers	423.00
MX-DE27N	Stand with (3) x 550 Sheet Paper Drawers	573.00
MX-DE28N	Stand with (1) x 550 + 2,100 Sheet Split Tandem Paper Drawers	745.00
MX-DE29N	Low Stand with (1) x 550 Sheet Paper Drawer (for wheelchair access)	348.00
MX-LC17N	Large Capacity Tray - 3,000 Sheets (requires MX-DE25N, MX-DE26N, MX-DE27N or MX-DE28N)	621.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	84.00
<b>Exit Tray</b>		
MX-TR19N	Right Side Exit Tray	70.00
<b>Security</b>		
MX-FR64U	Data Security Kit	231.00
<b>Print</b>		
MX-PF10	Bar Code Font Kit	287.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>Fax</b>		
MX-FX15	Facsimile Expansion Kit	435.00
MX-FWX1L	Internet Fax Kit	265.00
<b>Miscellaneous</b>		
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector	93.00
MX-UT10	Utility Table	70.00

**MX-M5071 / MX-M6071 Networked Digital Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM565NSupplykit	Start-up Supply Kit - 1 Toner and 1 Developer (MX-561NT & MX-561NV)	-	-	\$161.00
<b><u>Staples/Misc.</u></b>				
MX-SCX1	Staple Cartridge (MX-FN27, MX-FN28 and MX-FN29)	3 Cartridges	5,000 / Ctg.	\$49.00
AR-SC2	Saddle Stitch Staple Cartridge (MX-FN29)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC11	Staple Cartridge (MX-FN30 and MX-FN31)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC12	Saddle Stitch Staple Cartridge (MX-FN31)	4 Cartridges	2,000 / Ctg.	30.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

***Supplies Included***

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>				
	<u>Allowance</u>	<u>Copy Charge</u>			
<b>MX-M5071</b>	0	\$0.0073			
<b>MX-M6071</b>	0	\$0.0070			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-M5071</b>	5,000	\$31.50	\$0.0063	\$38.00	\$0.0076
<b>MX-M6071</b>	7,500	\$45.75	\$0.0061	\$54.75	\$0.0073
All MX-M5071 / MX-M6071 accessories		Included		Included	

## MX-B557F Desktop Monochrome Document System

The MX-B557F desktop monochrome document system produces crisp, high-quality output with exceptional ease of use. This model provides customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Designed with high-performance features typically found on larger machines, the compact MX-B557F delivers the productivity and performance you need in your home office or place of business.

### **Features** at a glance

- ◆ Productive Printing Speeds up to 55 ppm
- ◆ Standard copy, print, scan and fax capability right out-of-the-box
- ◆ Easily fits into small offices or home workplaces in desktop or console configurations
- ◆ 200 sheet duplexing document feeder scans both sides of a document in a single pass for enhanced productivity
- ◆ Offers up to five paper sources with available 3,300 sheet maximum paper capacity (letter and legal)
- ◆ 10" (diagonal) color touchscreen with adjustable viewing angle offers smooth, tablet-style interaction
- ◆ Built-in optical character recognition (OCR) allows users to convert a scanned document into a searchable PDF file or into an editable Word file
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and even notebook computers
- ◆ Supports letter and legal size paper as well as envelopes through the standard paper drawer or bypass tray
- ◆ 1,200 x 1,200 dpi resolution produces razor-sharp documents. PostScript® 3™ drivers offer extensive job control
- ◆ Sharp Remote Device Manager (SRDM) allows administrators to have centralized control of the networked MFP in order to simplify installation and management
- ◆ Standard compact PDF feature dramatically reduces the file size of most color scanned documents resulting in decreased network traffic and efficient use of cloud storage
- ◆ Convenient USB port located in the front of the device lets users access the machine quickly when printing direct from a USB drive
- ◆ Dimensions 45.3" (w) x 27" (d) x 27.3" (h)



MX-B557F shown with optional accessories

**MX-B557F Desktop Monochrome Document System**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-B557F</b>	55 PPM Desktop Monochrome Multi-Function Document System includes multitasking controller, 200-sheet DSPF, PCL 6 and PostScript® 3™ printing systems, network scanning, auto duplexing, 2 x 550-sheet paper drawer, 100-sheet bypass tray. Drum and starter toner included (starter toner estimated yield: 11,000 images/cartridge).	\$2,673.00

**Output Options**

MX-FN38	Staple Finisher	\$214.00
MX-FN39	Staple Finisher with Hole Punch	480.00
MX-MS10	4-Bin Mailbox	214.00

**Tray Options**

MX-CS22	550 Sheet Paper Drawer	199.00
MX-CS24	2,100 Sheet Paper Drawer	398.00

**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**Supplies**

MX-B70T	Black Toner Cartridge Estimated 45,000 images @ 5% Image Area/Cartridge	\$162.00
MX-B70DU	Black Drum Estimated Yield - 150,000 Images/Package	54.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>			
MX-B557F	0	\$0.0107			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-B557F	1,000	\$9.30	\$0.0093	\$11.20	\$0.0112

## MX-M7570 Networked Digital Copier

The Sharp MX-M7570 high-speed monochrome document system offers crisp, high quality output at speeds up to 75 pages per minute coupled with exceptional ease of use. This model is designed to provide customers with a seamless, intuitive experience, and the confidence in knowing their jobs will come out right the first time, every time. This document system focuses on user operability and draws inspiration from the latest networking and imaging technologies available today, all to create a document system that delivers the productivity you need, with the reliable performance you want.

Sharp's customizable touchscreen display offers a user-friendly graphical interface with a clean design, simplified Easy Modes and integrated operation guides. Equipped with the latest version of Sharp OSA<sup>®</sup> technology for easy integration with network applications and cloud services, this model can unlock advanced capabilities to help you better manage your workflow. An integrated walk-up motion sensor and an easy-to-use graphical interface combine with a fast warm up time to create a workflow experience with virtually no waiting time.

The MX-M7570 monochrome document system offers customers powerful multitasking features enabling them to quickly execute the ever-changing workflow tasks of today's busy office environments. And with Sharp's multi-layered Security Suite, this model can help protect your data and personal information from the first day of operation to the time of trade-in.

## Features at a glance

- ◆ 75 PPM Black & White Output - **Networked**
- ◆ Paper capacity maximum: 6,700 sheets
  - 3,200 Sheets Standard Paper Capacity - One 1,250 sheet tandem tray, One 850 sheet tandem tray  
Two 500 sheet paper trays and 100 sheet bypass tray
  - Optional 3,000 sheet ledger size large capacity cassette
  - Optional 3,500 sheet letter size large capacity cassette
- ◆ Standard 150 sheet duplexing document feeder
- ◆ Scans documents at up to 200 images per minute
- ◆ Standard security platform includes 256-bit encryption, up to 10-times data overwrite and an End-of-Lease feature that erases all data and personal information at trade-in
- ◆ Automatic walk-up motion sensor wakes the machine, and it's ready within seconds
- ◆ ImageSEND™ feature provides one-touch distribution to email, network folders, cloud applications and more
- ◆ Large 10.1" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions
- ◆ NFC tag embedded in the bottom right corner of the control panel allows for easy connection via Sharpdesk<sup>®</sup> Mobile for printing and scanning on the go
- ◆ Easily access popular cloud applications, including Microsoft<sup>®</sup> OneDrive<sup>®</sup> for Business, SharePoint<sup>®</sup> Online, and Google Drive™ with Sharp's Cloud Connect features
- ◆ Direct print Microsoft Word, Powerpoint<sup>®</sup> and Excel<sup>®</sup> files from thumb drives, cloud applications, network folders and more. This function is enabled via DirectOffice™ technology
- ◆ Built-in Optical Character Recognition (OCR) function can convert scanned documents to text-searchable PDF format, Microsoft Office file formats and others
- ◆ 1,200 x 1,200 dpi resolution produces razor-sharp documents
- ◆ Dimensions 26" (w) x 30-1/2" (d) x 48" (h)  
(Measurements for base model without Stand)



MX-M7570 shown with optional accessories

**MX-M7570 Networked Digital Copier**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-M7570</b>	75 PPM B & W <b>Networked</b> Digital Copier with 2,100 sheet tandem tray, 2 x 500 sheet trays, 100 sheet bypass tray, wireless connectivity, multitasking controller, retractable keyboard, Sharp OSA® technology - Application Communication and External Accounting modules, 500 GB hard disk drive with Document Filing System, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single pass feeder and auto duplexing, (3,200 sheets total paper supply)	\$8,531.00

**Options & Accessories**

**Tray Options**

MX-LC18	3,500 Sheet Large Capacity Tray (letter)	\$621.00
<b>OR</b>		
MX-LC19	3,000 Sheet Large Capacity Cassette (letter / letter-R / legal / ledger / 12" x 18")	1,311.00
<b>OR</b>		
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	84.00

**Exit Tray**

MX-TR21	Right Side Exit Tray	70.00
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**Finishing Options (Must Choose 1)**

MX-TU15	Center Exit Tray	38.00
<b>OR</b>		
MX-FN33	Inner Finisher (requires MX-RB24)	581.00
MX-RB24	Paper Pass Unit	195.00
<b>OR</b>		
MX-FN34	65 Sheet Staple Finisher (3,000 sheet output capacity, requires MX-RB26)	1,332.00
MX-RB26	Paper Pass Unit	195.00
MX-PN16B	Punch Unit (optional, not required) - for use with MX-FN34	349.00
<b>OR</b>		
MX-FN35	65 Sheet Staple / 20 Sheet Saddle Stitch Finisher (3,000 sheet output capacity, requires MX-RB26)	2,622.00
MX-RB26	Paper Pass Unit	195.00
MX-PN16B	Punch Unit (optional, not required) - for use with MX-FN35	349.00
<b>OR</b>		
MX-FN21	100 Sheet Staple Finisher (4,000 sheet output capacity, requires MX-RB26 and MX-RB27)	3,080.00
MX-RB26	Paper Pass Unit	195.00
MX-RB27	Curl Correction Unit	460.00
MX-PN13B	Punch Unit (optional, not required) - for use with MX-FN21	419.00
<i>optional accessories for MX-FN21 configuration</i>		
MX-CF11	2 Tray Inserter Unit - requires MX-RB27, requires MX-RB13 or MX-FD10 if connecting directly to an MX-FN21	1,607.00
MX-FD10	Multi Folding Unit - requires MX-FN21	6,399.00
MX-RB13	Relay Unit (cannot be used with MX-FD10)	460.00
<b>OR</b>		

**MX-M7570 Networked Digital Copier**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>Finishing Options (Continued)</b>		
MX-FN22	100 Sheet Staple / 20 Sheet Saddle Stitch Finisher (4,000 sheet output capacity, requires MX-RB26 and MX-RB27)	\$4,344.00
MX-RB26	Paper Pass Unit	195.00
MX-RB27	Curl Correction Unit	460.00
MX-PN13B	Punch Unit (optional, not required) - for use with MX-FN22	419.00
<i>optional accessories for MX-FN22 configuration</i>		
MX-CF11	2 Tray Inserter Unit - requires MX-RB27, requires MX-RB13 or MX-FD10 if connecting directly to an MX-FN22	1,607.00
MX-FD10	Multi Folding Unit - requires MX-FN22	6,399.00
MX-RB13	Relay Unit (cannot be used with MX-FD10)	460.00
MX-TM10	Trimming Unit	2,740.00
<b>Security Options</b>		
MX-FR60U	Data Security Kit	231.00
<b>Print</b>		
MX-PF10	Bar Code Font Kit	287.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>Fax</b>		
MX-FWX1L	Internet Fax Expansion Kit	265.00
MX-FX15	Fax Expansion Kit	435.00
<b>Miscellaneous</b>		
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector (Recommended for MX-FN21 and MX-FN22)	93.00
AR-D5143NT	Digital 120 Volt, 20 Amps, 2 Outlets, Power Surge Protector (Recommended for main unit)	104.00

**MX-M7570 Networked Digital Copier**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM654Nsupplykit	Start-up Supply Kit - 1 Toner and 1 Developer (MX-754NT & MX-754NV)	-	-	\$175.00
<b>Staples</b>				
MX-SCX1	Staple Cartridge (MX-FN33 & MX-FN22)	3 Ctgs.	5,000 / ctg.	\$49.00
MX-SCX2	Staple Cartridge (MX-FN21 & MX-FN22)	3 Ctgs.	5,000 / ctg.	49.00
MX-SC11	Staple Cartridge (MX-FN34 and MX-FN35)	3 Ctgs.	5,000 / ctg.	49.00
MX-SC12	Staple Cartridge (MX-FN35)	4 Ctgs.	2,000 / ctg.	30.00
AR-SV1	Stamp Cartridge (AR-SU1)	2 Ctgs.		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>				
	<u>Allowance</u>	<u>Copy Charge</u>			
<b>MX-M7570</b>	0	\$0.0058			
			<b>Zone 1</b>	<b>Zone 2</b>	
	<u>Monthly Copy Allowance</u>	<u>Monthly Base</u>	<u>Excess Copy Charge</u>	<u>Monthly Base</u>	<u>Excess Copy Charge</u>
<b>MX-M7570</b>	10,000	\$50.00	\$0.0050	\$60.00	\$0.0060
All MX-M7570 accessories		Included		Included	

## MX-M905 Networked Monochrome Document System

From walk-up office environments and corporate workgroups, to Central Reprographics Departments (CRDs) and copy rooms, the MX-M905 High-Speed Monochrome Document System offers advanced technology and features that will streamline your document workflow like never before. The MX-M905 has been designed to handle the rigors of high volume environments with the user-friendliness of a workgroup MFP. With an engine speed of 90 ppm, standard networking and flexible configurations, this high volume workhorse is a perfect fit where productivity and reliability are critical and ease of use is essential.

A large 10.1" (diagonally measured) customizable touchscreen display with a clean design enables easy access to features and functions when setting up jobs. With Sharp's micro-fine toner technology combined with 1200 x 1200 dpi print resolution and true Adobe® PostScript®, your organization can produce beautiful images and enhanced clarity for fine details such as small text and graphics. The triple air-feed paper handling option offers high reliability and is virtually maintenance-free.

Built on the latest Sharp OSA® development platform, the MX-M905 makes integration with network applications and cloud services easier than ever. Sharp's industry-leading security platform incorporates standard 256-bit data encryption and overwrite protection to safeguard your business's intellectual property. When it comes time to trade in, a convenient standard End-of-Lease feature can erase all job and user data.

### Features at a glance

- ◆ 90 PPM Black & White Output - **Networked**
- ◆ Paper capacity maximum: 8,500 sheets
  - 3,100 Sheets Standard Paper Capacity - Tandem Sheet Drawer: One 1,200 sheet paper tray, One 800 sheet paper tray, Two 500 sheet paper trays and 100 sheet bypass tray
  - Optional 3,000 sheet letter / letter-R / legal / ledger size large capacity cassette
  - Optional 3,500 sheet letter size large capacity cassette
  - Optional 5,000 sheet letter / letter-R / legal / ledger size large capacity tray (2 drawer)
- ◆ Full-size retractable keyboard allows quick, easy and accurate data entry
- ◆ Advanced finishing options including a multi-folding unit and multi-position staple and saddle finisher selection
- ◆ Supports the latest Sharp OSA® development platform
- ◆ Large 10.1" high resolution touch-screen display with tilt view
- ◆ Award-winning Sharp security platform with standard data encryption, data overwrite protection and data erase
- ◆ Quickly scan both sides of a document at once with the standard 250 Sheet Duplexing Single-Pass Feeder
- ◆ Scan preview feature offers on-the-fly page editing with easy fingertip navigation
- ◆ Fully customizable home screen feature enables users to add custom backgrounds and custom icons for personalization
- ◆ Triple air-feed paper handling option offers high reliability and is virtually maintenance-free
- ◆ 1200 x 1200 dpi printing provides beautiful images and enhanced clarity for fine details such as small text and graphics
- ◆ Scans documents at up to 240 images per minute (Monochrome or Color)
- ◆ Network ready PCL®6/PostScript®3™ printing system
- ◆ Flexible paper handling system feeds up to 110 lb cover stock
- ◆ Dimensions 42-3/4" (w) x 31-1/4" (d) x 48-3/4" (h)



MX-M905 shown with optional accessories

**MX-M905 Networked Monochrome Document System**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-M905</b>	90 PPM Networked B&W Digital Document System with 250 sheet Duplexing Single Pass Feeder, 3,100 Sheet Paper Capacity (tandem sheet drawer - 2,000 sheet capacity / two 500 sheet trays / 100 sheet multi-bypass tray), Wireless Connectivity, 1-TB hard disk drive, PCL6/Adobe® Postscript® 3™ Printing Systems, Network Printing, Network Scanning, Retractable Keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting Modules (3,100 sheets standard paper supply)	\$11,457.00

**Options & Accessories**

**Tray Options**

MX-LCX3N	3,000 Sheet Large Capacity Cassette (letter / letter-R / legal / ledger)	\$1,311.00
<b>OR</b>		
MX-LC12	3,500 Sheet Large Capacity Tray (letter)	686.00
<b>OR</b>		
MX-LC13N	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / letter-R / legal / ledger) - requires MX-RB16	2,694.00
MX-RB16	LCT Mounting Kit	137.00
MX-MF11	500 Sheet Multi-Bypass Tray (requires MX-LC13N) - optional, not required	733.00

**Finishing Options (Must Choose 1)**

MX-FN24	50 Sheet Staple Finisher (3,000 sheet output capacity)	1,711.00
MX-PNX4B	Punch Unit (optional, not required) - for use with MX-FN24 or MX-FN25	396.00
<b>OR</b>		
MX-FN25	50 Sheet Staple / 15 Sheet Saddle Stitch Finisher (2,000 sheet output capacity)	2,259.00
MX-PNX4B	Punch Unit (optional, not required) - for use with MX-FN24 or MX-FN25	396.00
<b>OR</b>		
MX-FN21	100 Sheet Staple Finisher (4,000 sheet output capacity) - requires MX-RB18	3,080.00
MX-RB18	Curl Correction Unit	460.00
<i>optional accessories for MX-FN21 configuration</i>		
MX-CF11	2 Tray Inserter Unit - requires MX-RB18; requires MX-RB13 or MX-FD10 if connecting directly to an MX-FN21 or MX-FN22; requires an MX-FN21 or MX-FN22 if not connecting directly to a MX-GBCX2	1,607.00
MX-RB13	Relay Unit - required for MX-GBCX2 or if connecting an MX-FN21/FN22 directly to an MX-CF11	460.00
MX-FD10	Multi Folding Unit - requires MX-RB18 and MX-FN21 or MX-FN22	6,399.00
MX-SL10N	Status Indicator	268.00
MX-PN13B	Punch Unit - for use with MX-FN21 or MX-FN22	419.00
<b>OR</b>		
MX-FN22	100 Sheet Staple / 20 Sheet Saddle Stitch Finisher (4,000 sheet output capacity) - requires MX-RB18	4,344.00
MX-RB18	Curl Correction Unit	460.00
<i>optional accessories for MX-FN22 configuration</i>		
MX-CF11	2 Tray Inserter Unit - requires MX-RB18; requires MX-RB13 or MX-FD10 if connecting directly to an MX-FN21 or MX-FN22; requires an MX-FN21 or MX-FN22 if not connecting directly to a MX-GBCX2	1,607.00
MX-RB13	Relay Unit - required for MX-GBCX2 or if connecting an MX-FN21/FN22 directly to an MX-CF11	460.00
MX-FD10	Multi Folding Unit - requires MX-RB18 and MX-FN21 or MX-FN22	6,399.00
MX-SL10N	Status Indicator	268.00
MX-PN13B	Punch Unit - for use with MX-FN21 or MX-FN22	419.00
MX-TM10	Trimming Unit	2,740.00

**MX-M905 Networked Monochrome Document System**

Sourcewell Contract #030321-SEC

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>Security Options</b>		
MX-FR54U	Data Security Kit	\$349.00
<b>Print</b>		
MX-PF10	Bar Code Font Kit	287.00
MX-EB11	Enhanced Compression Kit (for Scanning)	304.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>Fax</b>		
MX-FWX1L	Internet Fax Expansion Kit	265.00
MX-FX15	Fax Expansion Kit	435.00
<b>GBC Binding</b>		
<b>Main Unit Components</b>		
MX-GBCX2	GBC SmartPunch Pro™ - requires MX-RB13	6,745.00
<b>GBC Accessories</b>		
MX-GBC03	3-Hole Die Set	387.00
MX-GBC11	11-Hole VeloBind Set	459.00
MX-GBC19	19-Hole CombBind Die Set	459.00
MX-GBC21	21-Hole WireBind Die Set	459.00
MX-GBC32	32-Hole WireBind Die Set	459.00
MX-GBC44	44-Hole Color Coil Die Set	459.00
MX-GBC32PRO	32-Hole ProClick Die Set	459.00
MX-GBC51	19-Hole CombBind Heavy Duty Die Set	1,546.00
MX-GBC52	44-Hole Color Coil Heavy Duty Die Set	1,462.00
MX-GBC53	3-Hole Heavy Duty Die Set	870.00
<b>Miscellaneous</b>		
MX-E524ZNT	Digital 208/230 Volt, 20 Amps Power Surge Protector (Recommended for main unit)	139.00
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector (Recommended for MX-FN21, MX-FN22 and MX-LC13N)	93.00

**MX-M905 Networked Monochrome Document System**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM904SupplyKit	Supply Kit - 1 Toner & 1 Developer (MX-900NT & MX-900NV)	-	-	\$195.90
<b><u>Staples/Misc.</u></b>				
AR-SC2	Staple Cartridge (MX-FN24 and MX-FN25)	3 Cartridges	5,000 / Ctg.	\$49.00
MX-SCX1	Staple Cartridge (MX-FN22)	3 Cartridges	5,000 / Ctg.	49.00
MX-SCX2	Staple Cartridge (MX-FN21 and MX-FN22)	3 Cartridges	5,000 / Ctg.	49.00
MX-SCX3	Staple Cartridge (MX-FN25)	4 Cartridges	2,000 / Ctg.	49.00
AR-SV1	Stamp Cartridge (AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

***Supplies Included***

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>				
	<u>Allowance</u>	<u>Copy Charge</u>			
<b>MX-M905</b>	0	\$0.0045			
			<u>Zone 1</u>		<u>Zone 2</u>
	<u>Monthly Copy Allowance</u>	<u>Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-M905</b>	20,000	\$80.00	\$0.0040	\$96.00	\$0.0048
All MX-M905 accessories		Included		Included	

## MX-M1055 / MX-M1205 Networked Digital Duplicator

The MX-M1055 and MX-M1205 high performance monochrome document systems are the latest additions to the Sharp Pro Series light production lineup. Built on award-winning technology, these models add advanced workflow capabilities with EFI's latest Fiery platform that helps set the bar for the ultimate in efficiency and operation. The new Fiery® Print Server MX-PE11 provides in-plants and Central Reprographics Departments (CRD) with the advanced workflow capabilities they expect.

The MX-M1055 and MX-M1205 offer a large, high-resolution 15.4" color touchscreen display with swing out keyboard and touch pad that streamlines operation and job management. Triple-air paper feed units combined with the Print Engine Paper Catalog (PEPC) offer a wide range of paper types to be utilized with high precision and reliability. The new powerful Fiery Print Server is available for advanced workflows and high productivity. Command WorkStation is fully integrated with the Sharp touchscreen for unmatched control and ease-of-use.

The MX-M1055 and MX-M1205 also support Sharp OSA® technology, which makes integration with network applications and cloud services simple and easy. Sharp's industry-leading security platform incorporates standard 256-bit data encryption and overwrite protection to help safeguard your business's intellectual property. And when it comes time to trade in, a convenient End-of-Lease feature can erase all job data and user data.

## Features at a glance

- ◆ 105 / 120 PPM Black & White Output - **Networked**
- ◆ Paper capacity maximum: 13,500 sheets
  - 3,000 Sheets Standard Paper Capacity - Tandem Sheet Drawer: One 1,200 sheet paper tray, One 800 sheet paper tray and Two 500 sheet paper trays
  - Optional 2 Drawer 2,500 sheet (each drawer) large capacity cassette - letter / legal / ledger / statement / 12" x 18" size
  - Optional 3,500 sheet letter size large capacity cassette
- ◆ Large, high-resolution 15.4" color touchscreen display with swing out keyboard and touch pad
- ◆ Advanced finishing options including a multi-folding unit and multi-position staple and saddle finisher selection
- ◆ Web browser feature allows easy access to web-based information
- ◆ Supports the latest Sharp OSA® development platform
- ◆ Available Fiery® Print Server for advanced workflows and high productivity
- ◆ Award-winning Sharp security platform with standard 256-bit data encryption and up to 7 times data overwrite protection
- ◆ Quickly scan both sides of a document at once with the standard 250 Sheet Duplexing Single-Pass Feeder
- ◆ Scan preview feature offers on-the-fly page editing with easy fingertip navigation
- ◆ Fully customizable home screen feature enables users to add custom backgrounds and custom icons for personalization
- ◆ Triple air-feed paper handling option offers high reliability and is virtually maintenance free
- ◆ 1200 x 1200 dpi printing provides beautiful images and enhanced clarity for fine details such as small text and graphics
- ◆ Scans documents at up to 200 images per minute (Monochrome or Color)
- ◆ Network ready PCL®6 and true Adobe PS®3™ printing system with direct print function and available XPS option
- ◆ Auto Power Management function with Intelligent Monitoring can turn machine on and off based on usage trends
- ◆ Flexible paper handling system feeds up to 110 lb cover stock
- ◆ Dimensions 45" (w) x 30-1/2" (d) x 60-1/4" (h)



MX-M1205 shown with optional accessories

**MX-M1055 / MX-M1205 Networked Digital Duplicator**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-M1055</b>	105 PPM Networked B&W Digital Duplicator with 250 sheet Duplexing Single Pass Feeder, 3,000 Sheet Paper Capacity, 1-TB hard disk drive, PCL6®/Adobe® Postscript® 3™ Network Printing, Color Network Scanning, Web Browser, Swing Out Keyboard, Application Communication Module and External Accounting Module (3,000 sheets total paper supply)	\$13,513.00
<b>MX-M1205</b>	120 PPM Networked B&W Digital Duplicator with 250 sheet Duplexing Single Pass Feeder, 3,000 Sheet Paper Capacity, 1-TB hard disk drive, PCL6®/Adobe® Postscript® 3™ Network Printing, Color Network Scanning, Web Browser, Swing Out Keyboard, Application Communication Module and External Accounting Module (3,000 sheets total paper supply)	\$17,362.00

**Options & Accessories**

**Tray Options (Must Choose 1 Group from List Below)**

MX-MFX1	100 Sheet Multi-Bypass Tray	\$498.00
<b>OR</b>		
MX-LC12	3,500 Sheet Large Capacity Tray (letter) - requires MX-MFX1	686.00
MX-MFX1	100 Sheet Multi-Bypass Tray	498.00
<b>OR</b>		
MX-LC13N	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / legal / ledger / 12" x 18") - requires MX-RB16	2,694.00
MX-RB16	LCT Mounting Kit	137.00
MX-MF11	500 Sheet Multi-Bypass Tray (requires MX-LC13N, not compatible with MX-MFX1) - optional, not required	733.00
<b>OR</b>		
MX-LC13N	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / legal / ledger / 12" x 18") - requires MX-RB16	2,694.00
MX-LC13N	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / legal / ledger / 12" x 18") - requires MX-RB17	2,694.00
MX-RB16	LCT Mounting Kit	137.00
MX-RB17	LCT Tandem Connecting Kit (required for connecting 2 MX-LC13N Large Capacity Trays)	795.00
MX-MF11	500 Sheet Multi-Bypass Tray (requires MX-LC13N, not compatible with MX-MFX1) - optional, not required	733.00

**Finishing Options (Must Choose 1)**

MX-FN21	100 Sheet Staple Finisher (4,000 sheet output capacity) - requires MX-RB18	3,080.00
MX-RB18	Curl Correction Unit	460.00
<i>optional accessories for MX-FN21 configuration</i>		
MX-CF11	2 Tray Inserter Unit - requires MX-RB18; requires MX-RB13 or MX-FD10 if connecting directly to an MX-FN21 or MX-FN22; requires an MX-FN21 or MX-FN22 if not connecting directly to a MX-ST10 or MX-GBCX2	1,607.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - requires MX-RB18	9,238.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - 2nd stacker and 2 MX-LC13Ns required for unattended 10,000 sheet output - requires MX-RB18	9,238.00
MX-CA10	Additional Paper Cart (can be ordered for convenience)	712.00
MX-RB13	Relay Unit - required for MX-GBCX2 or if connecting an MX-FN21/FN22 directly to an MX-CF11	460.00
MX-FD10	Multi Folding Unit - requires MX-RB18 and MX-FN21 or MX-FN22	6,399.00
MX-SL10N	Status Indicator	268.00
MX-PN13B	Punch Unit - for use with MX-FN21 or MX-FN22	419.00
MX-BM50	Plockmatic Booklet Maker - requires MX-FN21 and MX-PCB50, (MX-XB50 highly recommended)	8,219.00
MX-PCB50	Plockmatic Interface Kit - required for MX-BM50	42.00
MX-CF50	Plockmatic Cover Feeder	2,263.00
MX-FD50	Plockmatic Square Folder - requires MX-TM50	5,769.00
MX-TM50	Plockmatic Trimmer	5,769.00
MX-XB50	Plockmatic Rail Unit	211.00
<b>OR</b>		

**MX-M1055 / MX-M1205 Networked Digital Duplicator**

**Sourcewell Contract #030321-SEC**

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>Finishing Options (Continued)</b>		
MX-FN22	100 Sheet Staple / 20 Sheet Saddle Stitch Finisher (4,000 sheet output capacity) - requires MX-RB18	\$4,344.00
MX-RB18	Curl Correction Unit	460.00
<i>optional accessories for MX-FN22 configuration</i>		
MX-CF11	2 Tray Inserter Unit - requires MX-RB18; requires MX-RB13 or MX-FD10 if connecting directly to an MX-FN21 or MX-FN22; requires an MX-FN21 or MX-FN22 if not connecting directly to a MX-ST10 or MX-GBCX2	1,607.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - requires MX-RB18	9,238.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - 2nd stacker and 2 MX-LC13Ns required for unattended 10,000 sheet output - requires MX-RB18	9,238.00
MX-CA10	Additional Paper Cart (can be ordered for convenience)	712.00
MX-RB13	Relay Unit - required for MX-GBCX2 or if connecting an MX-FN21/FN22 directly to an MX-CF11	460.00
MX-FD10	Multi Folding Unit - requires MX-RB18 and MX-FN21 or MX-FN22	6,399.00
MX-SL10N	Status Indicator	268.00
MX-PN13B	Punch Unit - for use with MX-FN21 or MX-FN22	419.00
MX-TM10	Trimming Unit	2,740.00
<b>Security Options</b>		
MX-FR53U	Commercial Data Security Kit	349.00
<b>Print</b>		
MX-PUX1L	XPS Expansion Kit	268.00
MX-PF10	Bar Code Font Kit	287.00
MX-EB11	Enhanced Compression Kit (for Scanning)	304.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00
<b>OR</b>		
MX-PX11	Fiery Interface Kit (requires MX-PE11)	1,394.00
MX-PE11	Fiery Print Server (requires MX-PX11)	4,302.00
MX-PEIVB	Fiery Image Viewer for Black and White Software	1,419.00
MX-PEHD11	EFI Removable Hard Disk Drive Kit for MX-PE11	1,123.00
MX-PEFIS	Fiery Impose Software	1,419.00
MX-PEFC	Fiery Compose Software	659.00
MX-PEIC	Fiery Impose + Fiery Compose Software Bundle	1,800.00
MX-PEJM1	Fiery JobMaster Software (includes MX-PEJMM 1-year SMSA)	2,582.00
MX-PEJMM	Fiery JobMaster 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJM1)	549.00
MX-PEJ11	Fiery JobMaster + Fiery Impose Software Bundle (includes MX-PEJIM 1-year SMSA)	3,638.00
MX-PEJIM	Fiery JobMaster + Impose 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJ11)	760.00
MX-PEJF1	Fiery JobFlow Software (includes MX-PEJFM 1-year SMSA)	3,363.00
MX-PEJFM	Fiery JobFlow 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJF1)	760.00
MX-PESP	EFI ES-2000 Spectrophotometer	786.00
MX-PECE1	Fiery Central (includes MX-PECEM 1-year SMSA)	3,638.00
MX-PECEM	Fiery Central 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PECE1)	760.00
MX-EB11	Enhanced Compression Kit (for Scanning)	304.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	73.00

## MX-M1055 / MX-M1205 Networked Digital Duplicator

### Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>GBC Binding</b>		
<i>Main Unit Components</i>		
MX-GBCX2	GBC SmartPunch Pro™ - requires MX-RB13	\$6,745.00
<i>GBC Accessories</i>		
MX-GBC03	3-Hole Die Set	387.00
MX-GBC11	11-Hole VeloBind Set	459.00
MX-GBC19	19-Hole CombBind Die Set	459.00
MX-GBC21	21-Hole WireBind Die Set	459.00
MX-GBC32	32-Hole WireBind Die Set	459.00
MX-GBC44	44-Hole Color Coil Die Set	459.00
MX-GBC32PRO	32-Hole ProClick Die Set	459.00
MX-GBC51	19-Hole CombBind Heavy Duty Die Set	1,546.00
MX-GBC52	44-Hole Color Coil Heavy Duty Die Set	1,462.00
MX-GBC53	3-Hole Heavy Duty Die Set	870.00
<b>Miscellaneous</b>		
MX-E524ZNT	Digital 208/230 Volt, 20 Amps Power Surge Protector (Recommended for MX-M1055/M1205 main unit)	139.00
AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Power Surge Protector (Recommended for MX-BM50, MX-FN21, MX-FN22, MX-LC13N and MX-ST10)	93.00

**MX-M1055 / MX-M1205 Networked Digital Duplicator**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM904SupplyKit	Supply Kit - 1 Toner & 1 Developer (MX-900NT & MX-900NV)	-	-	\$195.90
<b><u>Staples/Misc.</u></b>				
MX-SCX1	Staple Cartridge (MX-FN22)	3 Cartridges	5,000 / Ctg.	\$49.00
MX-SCX2	Staple Cartridge (MX-FN21 and MX-FN22)	3 Cartridges	5,000 / Ctg.	49.00
MX-SC50	Plockmatic Staples (MX-BM50)	3 Cartridges	5,000 / Ctg.	70.00
AR-SV1	Stamp Cartridge (AR-SU1)	2 Cartridges		39.90

**FULL SERVICE MONTHLY MAINTENANCE**

***Supplies Included***

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>				
	<u>Allowance</u>	<u>Copy Charge</u>			
<b>MX-M1055 / MX-M1205</b>	0	\$0.0045			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-M1055 / MX-M1205</b>	20,000	\$80.00	\$0.0040	\$96.00	\$0.0048
All MX-M1055 / MX-M1205 accessories		Included		Included	

ATTACHMENT A



**SHARP®**  
**Desktop Printers**

## MX-C300P Desktop Color Printer

The compact MX-C300P desktop printer delivers high quality output and reliable performance for busy offices and workgroups. The 30 page per minute MX-C300P is a powerful desktop color printer that can enhance the document output of any size office. Built with Sharp's latest technology, the MX-C300P fits into tight spaces and offers advanced features to help users get their work done quickly.

The MX-C300P offers high quality color output for all types of business documents with Sharp's micro-fine toner technology. Flexible connectivity supports both wired and wireless network environments, as well as USB direct printing from the machine front panel. The Sharpdesk® Mobile app offers convenient wireless printing from mobile devices, such as iPad®, iPhone®, Android™, Windows® Devices. Compact and well designed, the MX-C300P is an affordable color printer for virtually any size office or workgroup.

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## Features at a glance

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- ◆ Productive printing speeds up to 30 PPM
- ◆ Paper capacity maximum: 800 sheets (letter and legal)
  - Standard 250 sheet paper drawer and 50 sheet bypass tray
  - Optional: 500 sheet paper drawer
- ◆ PCL®6 / Postscript® 3™ compatibility printing for both PC and Mac printing environments
- ◆ Dual-Component development system and Sharp's micro-fine toner technology helps produce high quality output
- ◆ Standard Auto Duplex Printing
- ◆ Standard secure wireless networking
- ◆ Sharpdesk Mobile app enables printing from mobile devices
- ◆ Compact Design: easily fits into small office environments
- ◆ High Quality 600 x 600 dpi printing
- ◆ Easy-to-use 5-line LCD operation panel
- ◆ Front USB port for easy direct printing of PDF files from memory devices
- ◆ Account control for up to 30 users
- ◆ Dimensions 17" x 20" x 13 1/4"



MX-C300P shown with optional accessories



## Sourcewell Contract #030321-SEC

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>MX-C300P</b>	30 PPM B&W / 30 PPM Color Desktop Printer includes a multitasking controller, wired and wireless network connectivity, PCL <sup>®</sup> 6/PostScript <sup>®</sup> 3 compatible printing systems, auto duplexing, one 250 sheet paper drawer and 50 sheet bypass tray.	\$1,012.00

**Options & Accessories****Tray Options**

MX-CS11	500 Sheet Paper Drawer	\$193.00
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**Cabinet Options**

MX-25ABD	Deluxe Cabinet with door and storage	64.00
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**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**MX-C300P Desktop Color Printer**

**SUPPLY PRICING**

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXC300WTonerKit	Toner Kit - B/C/M/Y Toner <i>(MX-C30NTB, MX-C30NTC, MX-C30NTM &amp; MX-C30NTY)</i>	-	-	\$209.00
MXC300WSupplyKit	Color Supply Replenishment Kit <i>(MX-C30NTB, MX-C30NTC, MX-C30NTM, MX-C30NTY, MX-30NVB, MX-C30NVC, MX-C30NVM &amp; MX-C30NVY)</i>	-	-	529.00

**FULL SERVICE MONTHLY MAINTENANCE**

***Supplies Included***

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy</u>				
	<u>Allowance</u>	<u>Copy Charge</u>			
MX-C300P - color	0	\$0.0610			
MX-C300P - black	0	\$0.0139			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-C300P - color	500	\$26.55	\$0.0531	\$31.85	\$0.0637
MX-C300P - black	1,000	\$12.10	\$0.0121	\$14.50	\$0.0145

## DX-B351PL Desktop Monochrome Printer

The Sharp DX-B351PL Essentials Series Monochrome Printer delivers an output speed of up to 35 pages per minute with proven durability and a low cost of operation. The DX-B351PL also provides a compact footprint combined with secure network printing, making it a great choice for confidential printing in executive offices, human resource departments and restricted areas of the workplace. Developed with the business user in mind, the DX-B351PL offers a low cost-per-page which helps keep office expenses under control.

### **Features** at a glance

- ◆ Productive Printing Speeds up to 35 ppm (letter and legal)
- ◆ Easy-to-use two-line LCD operational panel
- ◆ Simple and convenient one step installation process
- ◆ Automatic two-sided function for duplex printing
- ◆ Compact design easily fits into small office spaces in desktop or workgroup environments
- ◆ 1,200 x 1,200 dpi printing delivers clear, crisp images and text page after page
- ◆ Front facing bypass tray for easy printing of envelopes, labels and specialty media
- ◆ PCL® 6 and Adobe® Postscript® Printing
- ◆ Silent mode creates less noise and helps maintain a comfortable environment
- ◆ Dimensions 14" (w) x 13" (d) x 9" (h)



**DX-B351PL Desktop Monochrome Printer**

Sourcewell Contract #030321-SEC

<b>Model Number</b>	<b>Description</b>	<b>Contract Pricing</b>
<b>DX-B351PL</b>	35 PPM Desktop Monochrome Printer includes 2 Line LCD operation panel, wired connectivity, PCL® 6 and Adobe® PostScript® printing systems, auto duplexing, 1 x 250-sheet paper drawer, 1-sheet bypass tray. Drum and starter toner included (starter toner estimated yield: 1,500 images/cartridge).	\$224.00

**Options & Accessories**

**Supplies**

DX-B35TB	Black Toner Cartridge Estimated 3,000 images @ 5% Image Area/Cartridge	\$26.00
DX-B35DU	Drum 12K black images	50.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>
DX-B351PL	0	\$0.0246

	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
DX-B351PL	500	\$10.70	\$0.0214	\$12.85	\$0.0257

## DX-B352P Desktop Monochrome Printer

The Sharp DX-B352P desktop monochrome printer delivers output speeds of up to 35 pages per minute with advanced durability to ensure years of reliable and carefree operation. Offering both wired and wireless network connectivity, along with a compact footprint, this printer can adapt to any busy office or home environment. The DX-B352P even makes changing supplies easy. Utilizing a single cartridge supply system, users can quickly change all key components by simply replacing one cartridge.



### **Features** at a glance

- ◆ Productive Printing Speeds up to 35 ppm (letter and legal)
- ◆ Triple your printing with optional paper drawer, 1,410-sheet maximum paper capacity
- ◆ Automatic two-sided function for duplex printing
- ◆ 1,200 x 1,200 dpi printing delivers clear, crisp images and text page after page
- ◆ PCL® 6 and Adobe® Postscript® 3 Printing
- ◆ Compact design easily fits into small office spaces
- ◆ Standard wireless network connectivity
- ◆ Single toner and drum supply component
- ◆ Easily print documents from mobile devices
- ◆ Auto-sleep mode creates less noise pollution and gives peace of mind
- ◆ Dimensions 14-2/3" (w) x 11-1/3" (h)



DX-B352P shown with optional accessories

**DX-B352P Desktop Monochrome Printer**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>DX-B352P</b>	35 PPM Desktop Monochrome Printer includes 2 Line LCD operation panel, wireless and wired connectivity, PCL® 6 and Adobe® PostScript® 3™ printing systems, auto duplexing, 1 x 250-sheet paper drawer, 60-sheet bypass tray. Starter combo. drum and toner unit included (starter unit estimated yield: 3,000 images/cartridge).	\$291.00

**Options & Accessories**

**Tray Options**

DX-CS11	550 Sheet Paper Drawer	\$102.00
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**Supplies**

DX-B35TD	Black Toner and Drum Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge	\$47.00
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**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>			
DX-B352P	0	\$0.0161			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
DX-B352P	500	\$7.00	\$0.0140	\$8.40	\$0.0168

## MX-C407P Desktop Color Printer

The MX-C407P desktop color printer delivers crisp, high-quality output with exceptional ease of use. This compact printer provides customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Packed with robust technology and features typically found on multifunction printers, the MX-C407P will give customers the confidence to print any size job from their workplace or home office.

### Features at a glance

- ◆ Productive Printing Speeds up to 40 ppm
- ◆ Compact design easily fits into small spaces in desktop or console configurations
- ◆ Offers up to four paper sources with available 1,451 sheet maximum paper capacity (letter and legal)
- ◆ Intuitive 4.3" (diagonal) touchscreen offers print preview menu to ensure your documents are printed with precision
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and even notebook computers
- ◆ Supports letter and legal size paper as well as envelopes and labels through the standard paper drawer and bypass tray
- ◆ 1,200 x 1,200 dpi resolution produces razor sharp documents
- ◆ 1 sheet bypass tray for envelopes, labels and specialty media
- ◆ PCL® 6 and Postscript® 3™ compatible printing
- ◆ Convenient front-facing USB port provides easy access for direct printing from flash drives and thumb drives
- ◆ Dimensions 17.4" (w) x 16.6" (d) x 12.1" (h)



MX-C407P shown with optional accessories

**MX-C407P Desktop Color Printer**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-C407P</b>	40 PPM Desktop Color Printer includes multitasking controller, PCL® 6 and PostScript® 3™ printing systems, auto duplexing, 1 x 250-sheet paper drawer, 1-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 3,000 images/cartridge color/ 2,000 images/cartridge black).	\$612.00

**Options & Accessories**

**Tray Options**

MX-CS18	550 Sheet Paper Drawer	\$153.00
MX-CS20	650 Sheet Dual Paper Feed Unit	153.00

**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**Supplies**

MX-C35TB	Black Toner Cartridge Estimated 9,000 images @ 5% Image Area/Cartridge	\$80.00
MX-C35TC	Cyan Toner Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge	89.00
MX-C35TM	Magenta Toner Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge	89.00
MX-C35TY	Yellow Toner Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge	89.00
MX-C35DU-B	Black Imaging Kit (includes drum/developer) Estimated Yield - 125,000 Images/Package	186.00
MX-C35DU-S	Black and Color Imaging Kit (includes drum/developer) Estimated Yield - 125,000 Images/Package	246.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>
MX-C407P - color	0	\$0.0856
MX-C407P - black	0	\$0.0193

	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-C407P - color	500	\$37.25	\$0.0745	\$44.70	\$0.0894
MX-C407P - black	750	\$12.60	\$0.0168	\$15.15	\$0.0202

## MX-B427PW Desktop Monochrome Printer

The MX-B427PW desktop monochrome printer delivers crisp, high-quality output with exceptional ease of use. This ultra-compact printer provides customers with a simplified user experience and the confidence of knowing their jobs will come out right the first time, every time. The MX-B427PW is equipped with economical features that reduce energy consumption both while in use and during sleep mode. Offering versatile paper handling and wireless capability right out of the box, the MX-B427PW is the perfect solution for the workplace or home office.

### Features at a glance

- ◆ Productive Printing Speeds up to 42 ppm
- ◆ Easy-to-use 2-line LCD operation panel
- ◆ Compact design easily fits into small spaces in desktop or console configurations
- ◆ Standard automatic two-sided printing
- ◆ Offers up to three paper sources with available 900 sheet maximum paper capacity
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and notebook computers
- ◆ Supports letter and legal size paper through the standard paper drawer and bypass tray as well as envelopes (bypass tray only)
- ◆ Sharp Remote Device Manager\* (SRDM) allows administrators to have centralized control of their networked printers in order to simplify installation and management
- ◆ 600 x 600 dpi printing delivers clear, crisp images and text page after page
- ◆ 100 sheet bypass tray for envelopes, heavy paper and specialty media
- ◆ Standard PCL® 6 and Postscript® 3™ compatible printing capability
- ◆ Dimensions 14.5" (w) x 14.3" (d) x 8.7" (h)



MX-B427PW shown with optional accessories

\*Some SRDM features are not available. Contact your Sharp representative for availability and details.

**MX-B427PW Desktop Monochrome Printer**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-B427PW</b>	42 PPM Desktop Monochrome Printer includes 2-line LCD control panel, PCL® 6 and PostScript® 3™ compatible printing systems, auto duplexing, 1 x 250-sheet paper drawer, 100-sheet bypass tray. Drum and starter toner included (starter toner estimated yield: 3,000 images/cartridge).	\$311.00

**Options & Accessories**

**Tray Options**

MX-CS26	550 Sheet Paper Drawer	\$128.00
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**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**Supplies**

MX-B42T	Black Toner Cartridge Estimated 20,000 images @ 5% Image Area/Cartridge	\$200.00
MX-B42DU	Black Drum Estimated Yield - 40,000 Images/Package	55.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>			
MX-B427PW	0	\$0.0202			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-B427PW	500	\$8.75	\$0.0175	\$10.50	\$0.0210

## MX-B467P Desktop Monochrome Printer

The MX-B467P desktop monochrome printer delivers crisp, high-quality output with exceptional ease of use. This compact printer provides customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Equipped with robust technology and economical features that reduce energy consumption both while in use and during sleep mode, the MX-B467P is the perfect size solution for the workplace or home office.

### Features at a glance

- ◆ Productive Printing Speeds up to 46 ppm
- ◆ 2.4" (diagonal) color LCD panel with keypad for easy configuration of printer settings
- ◆ Compact design easily fits into small spaces in desktop or console configurations
- ◆ Standard automatic two-sided printing
- ◆ Offers up to five paper sources with available 2,000 sheet maximum paper capacity
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and notebook computers
- ◆ Supports letter and legal size paper through the standard paper drawer and bypass tray as well as envelopes (bypass tray only)
- ◆ Sharp Remote Device Manager\* (SRDM) allows administrators to have centralized control of their networked printers in order to simplify installation and management
- ◆ Direct printing of TIFF, JPEG, PDF, or XPS files without using the printer driver
- ◆ 1,200 x 1,200 dpi printing delivers clear, crisp images and text page after page
- ◆ 100 sheet bypass tray for envelopes, heavy paper and specialty media
- ◆ Standard PCL® 6 and Postscript® 3™ compatible printing capability
- ◆ Dimensions 15.7" (w) x 14.7" (d) x 10.2" (h)



MX-B467P shown with optional accessories

\*Some SRDM features are not available. Contact your Sharp representative for availability and details.

**MX-B467P Desktop Monochrome Printer**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-B467P</b>	46 PPM Desktop Monochrome Printer includes 2.4-inch control panel, PCL® 6 and PostScript® 3™ compatible printing systems, auto duplexing, 1 x 250-sheet paper drawer, 100-sheet bypass tray. Drum and starter toner included (starter toner estimated yield: 11,000 images/cartridge).	\$408.00

**Options & Accessories**

**Tray Options**

MX-CS27	250 Sheet Paper Drawer	\$102.00
MX-CS28	550 Sheet Paper Drawer	158.00

**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**Supplies**

MX-B46T	Black Toner Cartridge Estimated 25,000 images @ 5% Image Area/Cartridge	\$165.00
MX-B46DU	Black Drum Estimated Yield - 50,000 Images/Package	36.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>			
MX-B467P	0	\$0.0127			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-B467P	500	\$5.55	\$0.0111	\$6.65	\$0.0133

## MX-C507P Desktop Color Printer

The MX-C507P desktop color printer delivers crisp, high-quality output with exceptional ease of use. This compact printer provides customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Packed with robust technology and features typically found on multifunction printers, the MX-C507P will give customers the confidence to print any size job from their workplace or home office.

### Features at a glance

- ◆ Productive Printing Speeds up to 50 ppm
- ◆ Compact design easily fits into small spaces in desktop or console configurations
- ◆ Offers up to five paper sources with available 2,300 sheet maximum paper capacity (letter and legal)
- ◆ Intuitive 4.3" (diagonal) touchscreen offers print preview menu to ensure your documents are printed with precision
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and even notebook computers
- ◆ Supports letter and legal size paper as well as envelopes and labels through the standard paper drawer and bypass tray
- ◆ 1,200 x 1,200 dpi resolution produces razor sharp documents
- ◆ 100 sheet bypass tray for envelopes, labels and specialty media
- ◆ Standard PCL® 6 and Postscript® 3™ compatible printing delivers clear, crisp professional output
- ◆ Convenient front-facing USB port provides easy access for direct printing from flash drives and thumb drives
- ◆ Dimensions 18.7" (w) x 19.5" (d) x 16.4" (h)



MX-C507P shown with optional accessories

**MX-C507P Desktop Color Printer**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-C507P</b>	50 PPM Desktop Color Printer includes multitasking controller, PCL® 6 and PostScript® 3™ printing systems, auto duplexing, 1 x 550-sheet paper drawer, 100-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 7,000 images/cartridge).	\$888.00

**Options & Accessories**

**Tray Options**

MX-CS17	550 Sheet Paper Drawer	\$235.00
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**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**Supplies**

MX-C51TB	Black Toner Cartridge Estimated 16,000 images @ 5% Image Area/Cartridge	\$113.00
MX-C51TC	Cyan Toner Cartridge Estimated 10,000 images @ 5% Image Area/Cartridge	143.00
MX-C51TM	Magenta Toner Cartridge Estimated 10,000 images @ 5% Image Area/Cartridge	143.00
MX-C51TY	Yellow Toner Cartridge Estimated 10,000 images @ 5% Image Area/Cartridge	143.00
MX-C50DU-B	Black Imaging Kit (includes drum/developer) Estimated Yield - 150,000 Images/Package	59.00
MX-C50DU-S	Cyan/Magenta/Yellow Imaging Kit (includes drum/developer) Estimated Yield - 150,000 Images/Package	196.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>
MX-C507P - color	0	\$0.0856
MX-C507P - black	0	\$0.0193

	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-C507P - color	500	\$37.25	\$0.0745	\$44.70	\$0.0894
MX-C507P - black	1,000	\$16.80	\$0.0168	\$20.20	\$0.0202

## MX-C607P Desktop Color Printer

The MX-C607P desktop color printer delivers crisp, high-quality output with exceptional ease of use. This compact printer provides customers with an intuitive user experience and the confidence of knowing their jobs will come out right the first time, every time. Packed with robust technology and features typically found on multifunction printers, the MX-C607P will give customers the confidence to print any size job from their workplace or home office.

### Features at a glance



- ◆ Productive Printing Speeds up to 60 ppm
- ◆ Compact design easily fits into small spaces in desktop or console configurations
- ◆ Offers up to six paper sources with available 4,500 sheet maximum paper capacity (letter and legal)
- ◆ Intuitive 4.3" (diagonal) touchscreen offers print preview menu to ensure your documents are printed with precision
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and even notebook computers
- ◆ Supports letter and legal size paper as well as labels through the standard paper and envelopes through the bypass tray
- ◆ Optional finisher offers up to 300 sheet stapling for more functionality
- ◆ 1,200 x 1,200 dpi resolution produces razor sharp documents
- ◆ 100 sheet bypass tray for envelopes, labels and specialty media
- ◆ Standard PCL® 6 and Postscript® 3™ compatible printing delivers clear, crisp professional output
- ◆ Convenient front-facing USB port provides easy access for direct printing from flash drives and thumb drives
- ◆ Dimensions 22" (w) x 20.6" (d) x 21.12" (h)



MX-C607P shown with optional accessories

**MX-C607P Desktop Color Printer**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-C607P</b>	60 PPM Desktop Color Printer includes multitasking controller, PCL® 6 and PostScript® 3™ printing systems, auto duplexing, 1 x 550-sheet paper drawer, 100-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 8,000 images/cartridge).	\$1,245.00

**Options & Accessories**

**Output Options**

MX-FN37	Staple Finisher	\$270.00
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**Tray Options**

MX-CS16	550 Sheet Paper Drawer	235.00
MX-CS19	2,200 Sheet Paper Drawer	704.00

**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**Supplies**

MX-C55TB	Black Toner Cartridge Estimated 25,000 images @ 5% Image Area/Cartridge	\$127.00
MX-C55TC	Cyan Toner Cartridge Estimated 20,000 images @ 5% Image Area/Cartridge	280.00
MX-C55TM	Magenta Toner Cartridge Estimated 20,000 images @ 5% Image Area/Cartridge	280.00
MX-C55TY	Yellow Toner Cartridge Estimated 20,000 images @ 5% Image Area/Cartridge	280.00
MX-C60DU-B	Black Drum Estimated Yield - 175,000 Images/Package	58.00
MX-C60DU-S	Color Drum Estimated Yield - 175,000 Images/Package	173.00
MX-C60DV-B	Black Developer Estimated Yield - 300,000 Images/Package	61.00
MX-C60DV-S	Cyna/Magenta/Yellow Developer Estimated Yield - 300,000 Images/Package	184.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>
<b>MX-C607P - color</b>	0	\$0.0856
<b>MX-C607P - black</b>	0	\$0.0161

	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-C607P - color</b>	500	\$37.25	\$0.0745	\$44.70	\$0.0894
<b>MX-C607P - black</b>	1,000	\$14.00	\$0.0140	\$16.80	\$0.0168

## MX-B557P / MX-B707P Desktop Monochrome Printer

The MX-B557P and MX-B707P monochrome desktop printers deliver crisp, high-quality output with exceptional ease of use. These printers provide users with an intuitive touchscreen and advanced durability to ensure years of reliable and carefree operation. Packed with high-performance features and finishing typically found on multifunction printers, the MX-B557P and MX-B707P will give customers the confidence to print any size job from their workplace or home office.

### Features at a glance

- ◆ Productive Printing Speeds up to 55 ppm (MX-B557P) and 70 ppm (MX-B707P)
- ◆ Offers up to five paper sources with available 4,400 sheet maximum paper capacity (letter and legal)
- ◆ Intuitive 4.3" (diagonal) touchscreen offers print preview menu to ensure your documents are printed with precision
- ◆ Supports popular mobile technologies, enabling users to easily print files from smartphones, tablets and even notebook computers
- ◆ Supports letter and legal size paper as well as envelopes through the standard paper drawer and bypass tray
- ◆ Optional finisher offers up to 500 sheet stapling and available hole punching
- ◆ 1,200 x 1,200 dpi resolution produces razor sharp output
- ◆ 100 sheet bypass tray for envelopes, labels and specialty media
- ◆ Standard PCL® 6 and Postscript® 3™ printing capability
- ◆ Convenient front-facing USB port provides easy access for direct printing from flash drives and thumb drives
- ◆ Dimensions 19-1/4" (w) x 20-3/8" (d) x 17-5/16" (h)



MX-707P shown with optional accessories

**MX-B557P / MX-B707P Desktop Monochrome Printer**

Sourcewell Contract #030321-SEC

Model Number	Description	Contract Pricing
<b>MX-B557P</b>	55 PPM Desktop Monochrome Printer includes multitasking controller, PCL® 6 and PostScript® 3™ printing systems, auto duplexing, 1 x 550-sheet paper drawer, 100-sheet bypass tray. Drum and starter toner included (starter toner estimated yield: 11,000 images/cartridge).	\$837.00
<b>MX-B707P</b>	70 PPM Desktop Monochrome Printer includes multitasking controller, PCL® 6 and PostScript® 3™ printing systems, auto duplexing, 1 x 550-sheet paper drawer, 100-sheet bypass tray. Drum and starter toner included (starter toner estimated yield: 11,000 images/cartridge).	\$1,388.00

**Options & Accessories**

**Output Options**

MX-FN38	Staple Finisher	\$214.00
MX-FN39	Staple Finisher with Hole Punch	480.00
MX-MS10	4-Bin Mailbox for use with MX-FN38 (cannot be used with MX-TR22 or MX-TR23)	214.00
MX-TR22	Output Expander (requires MX-TR23)	107.00
MX-TR23	High Capacity Output Expander (requires MX-TR22)	362.00

**Tray Options**

MX-CS21	250 Sheet Paper Drawer	143.00
MX-CS23	550 Sheet Paper Drawer	204.00
MX-CS25	2,100 Sheet Paper Drawer	362.00

**Miscellaneous**

AR-D5133NT	Digital 120 Volt, 15 Amps, 2 Outlets, Maximum Power Surge Protector	93.00
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**Supplies**

MX-B70T	Black Toner Cartridge Estimated 45,000 images @ 5% Image Area/Cartridge	\$162.00
MX-B70DU	Black Drum Estimated Yield - 150,000 Images/Package	54.00

**FULL SERVICE MONTHLY MAINTENANCE**

**Supplies Included**

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Monthly Copy Allowance</u>	<u>Copy Charge</u>			
<b>MX-B557P / MX-B707P</b>	0	\$0.0107			
	<u>Monthly Copy Allowance</u>	<u>Zone 1 Monthly Base 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 Monthly Base 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
<b>MX-B557P / MX-B707P</b>	1,000	\$9.30	\$0.0093	\$11.20	\$0.0112



**SHARP®**

# Supply Pricing



**Sourcewell**  
**Contract # 030321-SEC**  
**Copier Supply Pricing**

**Black & White**

Reorder Number	Description	Yield / Unit	Unit / Carton	List Price	Price per Bottle
<b>Black Toner</b>					
MX-561NT	MX-M2651/M3051/M3551/M4051/M5051/M6051/M3071/M3571/M4071/M5071/M6071	40,000	1	\$132.00	\$66.00
MX-754NT	MX-M7570	83,000	1	\$150.00	\$75.00
MX-900NT	MX-M905/1055/1205	120,000	1	\$251.00	\$117.90
<b>Black Developer</b>					
MX-561NV	MX-M2651	400,000	1	\$190.00	\$95.00
MX-561NV	MX-M3051/M3071	500,000	1	\$190.00	\$95.00
MX-561NV	MX-M3551/M3571	560,000	1	\$190.00	\$95.00
MX-561NV	MX-M4051/M5051/M6051/M4071/M5051/M6071	600,000	1	\$190.00	\$95.00
MX-754NV	MX-M7570	800,000	1	\$200.00	\$100.00
MX-900NV	MX-M905/1055/1205	1,000,000	1	\$166.00	\$78.00

**Color**

Reorder Number	Description	Yield / Unit	Unit / Carton	List Price	Price per Bottle
<b>Toner</b>					
MX-61NTBA	Black Toner Cartridge - MX-2651/3051/3551/4051/5051/6051/3071/3571/4071/5071/6071	40,000	1	\$130.00	\$65.00
MX-61NTCA	Cyan Toner Cartridge - MX-2651/3051/3551/4051/5051/6051/3071/3571/4071/5071/6071	24,000	1	\$277.00	\$138.50
MX-61NTMA	Magenta Toner Cartridge - MX-2651/3051/3551/4051/5051/6051/3071/3571/4071/5071/6071	24,000	1	\$277.00	\$138.50
MX-61NTYA	Yellow Toner Cartridge - MX-2651/3051/3551/4051/5051/6051/3071/3571/4071/5071/6071	24,000	1	\$277.00	\$138.50
MX-75NTCA	Cyan Toner Cartridge - MX-7090/8090	60,000	1	\$220.00	\$110.00
MX-75NTMA	Magenta Toner Cartridge - MX-7090/8090	60,000	1	\$220.00	\$110.00
MX-75NTYA	Yellow Toner Cartridge - MX-7090/8090	60,000	1	\$220.00	\$110.00
MX-80NTBA	Black Toner Cartridge - MX-7081/8081	70,000	1	\$158.00	\$79.00
MX-80NTCA	Cyan Toner Cartridge - MX-7081/8081	50,000	1	\$461.00	\$230.00
MX-80NTMA	Magenta Toner Cartridge - MX-7081/8081	50,000	1	\$461.00	\$230.00
MX-80NTYA	Yellow Toner Cartridge - MX-7081/8081	50,000	1	\$461.00	\$230.00
<b>Developer</b>					
MX-61NVBA	Black Developer - MX-2651	360,000	1	\$84.00	\$42.00
MX-61NVBA	Black Developer - MX-3051/3551/3071/3571	400,000	1	\$84.00	\$42.00
MX-61NVBA	Black Developer - MX-4051/5051/6051/4071/5071/6071	500,000	1	\$84.00	\$42.00
MX-61NVBA	Black Developer - MX-2651/3051/3551/3071/3571	1,200,000	1	\$84.00	\$42.00
MX-61NVBA	Black Developer - MX-4051/5051/6051/4071/5071/6071	1,800,000	1	\$84.00	\$42.00
MX-61NVSA	Color Developer - MX-2651/3051/3551/3071/3571	300,000	1x3	\$980.00	\$490.00
MX-61NVSA	Color Developer - MX-4051/5051/6051/4071/5071/6071	400,000	1x3	\$980.00	\$490.00
MX-61NVSA	Color Developer - MX-2651/3051/3551/3071/3571	1,200,000	1x3	\$980.00	\$490.00
MX-61NVSA	Color Developer - MX-4051/5051/6051/4071/5071/6071	1,800,000	1x3	\$980.00	\$490.00
MX-62NVSA	Cyan/Magenta/Yellow Developer MX-7090/8090	400,000	1x3	\$1,304.00	\$652.00

**Other Items**

Reorder Number	Description	Yield / Unit	Unit / Carton	List Price	Price per Bottle
HDREPLACE	End of Life Hard Drive Replacement	NA	NA	\$1,000.00	\$350.00
AR-SC1	Staples for AR-FN4, FN5, FN6	3,000	3	\$60.00	\$30.00
AR-SC2	Staples (FN7, FN11, F13, FNX2, FNX3, FNX4, FNX6, FNX7, FN19, FN20, FN24, FN25, FN29)	5,000	3	\$98.00	\$49.00
AR-SC3	Saddle Stitch Staple Cartridge (FN9, F12, F16, FNX4, FN10, FN16, FN20)	2,000	3	\$38.00	\$19.00
SF-SC11	Staples (S55, FN1, FN3, SS2, FN8, FN9, F11, F12, F15, F16, FN15, FN16)	5,000	3	\$62.00	\$31.00
MX-SCX1	Staples (FNX1, FNX9, FN10, FN12, FN13, FN17, FN22, FN27, FN28, FN32, FN33)	5,000	3	\$98.00	\$49.00
MX-SCX2	For use with 100 sheet stapler of MX-FNX5, FN21, FN22	5,000	3	\$98.00	\$49.00
MX-SCX3	For use with Saddle Stitch stapler of MX-FNX7/FNX8/FN10/FN25	2,000	4	\$98.00	\$49.00
MX-SC10	For MX-FN14 Finisher	5,000	3	\$140.00	\$70.00
MX-SC11	Staple cartridge (MX-FN30, FN31, FN34, FN35)	5,000	3	\$98.00	\$49.00
MX-SC12	Saddle Stitch Staple cartridge (MX-FN31, FN35)	2,000	4	\$60.00	\$30.00
MX-SC50	Plockmatic Staples (MX-BM50)	5,000	3	\$140.00	\$70.00
AR-SV1	Stamp Cartridge for AR-SU1	NA	2	\$85.00	\$39.90

There is no compensation on any item on this page



**Sourcewell**  
**Contract # 030321-SEC**  
**Copier Supply Pricing**

Reorder Number	Description	Yield / Unit	Unit / Carton	List Price	Price per unit
MX-B45NT	Toner Cartridge MX-B376W/B476W	30,000	Each	\$91.00	\$45.50
MX-B45NV	Developer MX-B376W/B476W	100,000	Each	\$28.50	\$14.25
MX-C30NTB	Black Toner Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge - MX-C250, MX-C303W, MX-C304W	6,000	Each	\$40.00	\$20.00
MX-C30NTC	Cyan Toner Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge - MX-C250, MX-C303W, MX-C304W	6,000	Each	\$126.00	\$63.00
MX-C30NTM	Magenta Toner Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge - MX-C250, MX-C303W, MX-C304W	6,000	Each	\$126.00	\$63.00
MX-C30NTY	Yellow Toner Cartridge Estimated 6,000 images @ 5% Image Area/Cartridge - MX-C250, MX-C303W, MX-C304W	6,000	Each	\$126.00	\$63.00
MX-C30NVB	Black Developer Estimated Yield - 75,000 Images/Package- MX-C250	75,000	Each	\$160.00	\$80.00
MX-C30NVC	Cyan Color Developer Estimated Yield - 45,000 Images/Package- MX-C250	45,000	Each	\$160.00	\$80.00
MX-C30NVM	Magenta Color Developer Estimated Yield - 45,000 Images/Package- MX-C250	45,000	Each	\$160.00	\$80.00
MX-C30NVY	Yellow Color Developer Estimated Yield - 45,000 Images/Package- MX-C250	45,000	Each	\$160.00	\$80.00
MX-C32NVB	Black Developer Estimated Yield - 75,000 Images/Package - MX-C303W, MX-C304W	75,000	Each	\$160.00	\$80.00
MX-C32NVC	Cyan Color Developer Estimated Yield - 45,000 Images/Package - MX-C303W, MX-C304W	45,000	Each	\$160.00	\$80.00
MX-C32NVM	Magenta Color Developer Estimated Yield - 45,000 Images/Package - MX-C303W, MX-C304W	45,000	Each	\$160.00	\$80.00
MX-C32NVY	Yellow Color Developer Estimated Yield - 45,000 Images/Package -MX-C303W, MX-C304W	45,000	Each	\$160.00	\$80.00
DX-B35TB	Toner -B351PL	3,000	Each	\$52.00	\$26.00
DX-B35DU	Drum -B351PL	12,000	Each	\$100.00	\$50.00
DX-B35TD	Toner + Drum B352P	6,000	Each	\$94.00	\$47.00
MX-B70T	Black Toner Cartridge - MX-C557P, MX-B707P, MX-B557F	45,000	Each	\$324.00	\$162.00
MX-B70DU	Black Drum - MX-C557P, MX-B707P, MX-B557F	150,000	Each	\$108.00	\$54.00
MX-C50TB	Black Toner Cartridge - MX-C407F, MX-C507F	20,000	Each	\$100.00	\$50.00
MX-C51TB	Black Toner Cartridge - MX-C507P	16,000	Each	\$226.00	\$113.00
MX-C50TC	Cyan Toner Cartridge - MX-C407F, MX-C507F	13,000	Each	\$250.00	\$125.00
MX-C51TC	Cyan Toner Cartridge - MX-C507P	10,000	Each	\$286.00	\$143.00
MX-C50TM	Magenta Toner Cartridge - MX-C407F, MX-C507F	13,000	Each	\$250.00	\$125.00
MX-C51TM	Magenta Toner Cartridge - MX-C507P	10,000	Each	\$286.00	\$143.00
MX-C50TY	Yellow Toner Cartridge - MX-C407F, MX-C507F	13,000	Each	\$250.00	\$125.00
MX-C51TY	Yellow Toner Cartridge - MX-C507P	10,000	Each	\$286.00	\$143.00
MX-C50DU-B	Black Imaging Kit (includes drum/developer) - MX-C407F, MX-C507F	150,000	Each	\$118.00	\$59.00
MX-C50DU-S	Cyan/Magenta/Yellow Imaging Kit (includes drum/developer) - MX-C407F, MX-C507F	150,000	Each	\$392.00	\$196.00
MX-C35TB	Black Toner Cartridge - MX-C357F, MX-C407P	9,000	Each	\$160.00	\$80.00
MX-C35TC	Cyan Toner Cartridge - MX-C357F, MX-C407P	6,000	Each	\$178.00	\$89.00
MX-C35TM	Magenta Toner Cartridge - MX-C357F, MX-C407P	6,000	Each	\$178.00	\$89.00
MX-C35TY	Yellow Toner Cartridge - MX-C357F, MX-C407P	6,000	Each	\$178.00	\$89.00
MX-C35DU-B	Black Imaging Kit (includes drum/developer) - MX-C357F	125,000	Each	\$372.00	\$186.00
MX-C35DU-S	Black and Color Imaging Kit (includes drum/developer) - MX-C357F	125,000	Each	\$492.00	\$246.00
MX-C55TB	Black Toner Cartridge - MX-C607P	25,000	Each	\$254.00	\$127.00
MX-C55TC	Cyan Toner Cartridge - MX-C607P	20,000	Each	\$560.00	\$280.00
MX-C55TM	Magenta Toner Cartridge - MX-C607P	20,000	Each	\$560.00	\$280.00
MX-C55TY	Yellow Toner Cartridge - MX-C607P	20,000	Each	\$560.00	\$280.00
MX-C60DU-B	Black Drum - MX-B607P	175,000	Each	\$116.00	\$58.00
MX-C60DU-S	Color Drum - MX-B607P	175,000	Each	\$346.00	\$173.00
MX-C60DV-B	Black Developer - MX-B607P	300,000	Each	\$122.00	\$61.00
MX-C60DV-S	Cyna/Magenta/Yellow Developer - MX-B607P	300,000	Each	\$368.00	\$184.00
MX-B46T	Black Toner Cartridge -MX-B467P, MX-B467F	25,000	Each	\$330.00	\$165.00
MX-B46DU	Black Imaging Unit - -MX-B467P, MX-B467F	60,000	Each	\$72.00	\$36.00
MX-B42T	Black Toner Cartridge - MX-B427PW, MX-B427W	20,000	Each	\$400.00	\$200.00
MX-B42DU	Black Imaging Unit - MX-B427PW, MX-B427W	40,000	Each	\$110.00	\$55.00

There is no compensation on any item on this page



**SHARP®**

**Managed Print Services**

# Managed Print Services

Customized Approach for More Efficiency and Control

Overlooking your print environment can be costly and inefficient, hindering your organization in the long run. Managed Print Services (MPS) from Sharp offer a consultative approach to manage your print infrastructure and maximize uptime, productivity and security.

## Take Control to Cut Costs

All too often companies are unaware of how many printers they have or their actual spend on printing. A complete assessment by Sharp helps you understand the current state of your print infrastructure and your total cost of printing using first-class reporting and device mapping tools.

## Optimize Your Print Environment

The entire lifecycle of your print fleet is managed by us. To improve cost-effectiveness and efficiency, Sharp removes redundant devices and replaces aging equipment. You can simplify the user experience by standardizing models and drivers from one device to the next and streamline support by consolidating all your maintenance contracts into one.



**Before MPS - Unmanaged Print Environment**



**After MPS - Optimized, Right-Sized Fleet**



## Allow IT to Focus on Critical Projects

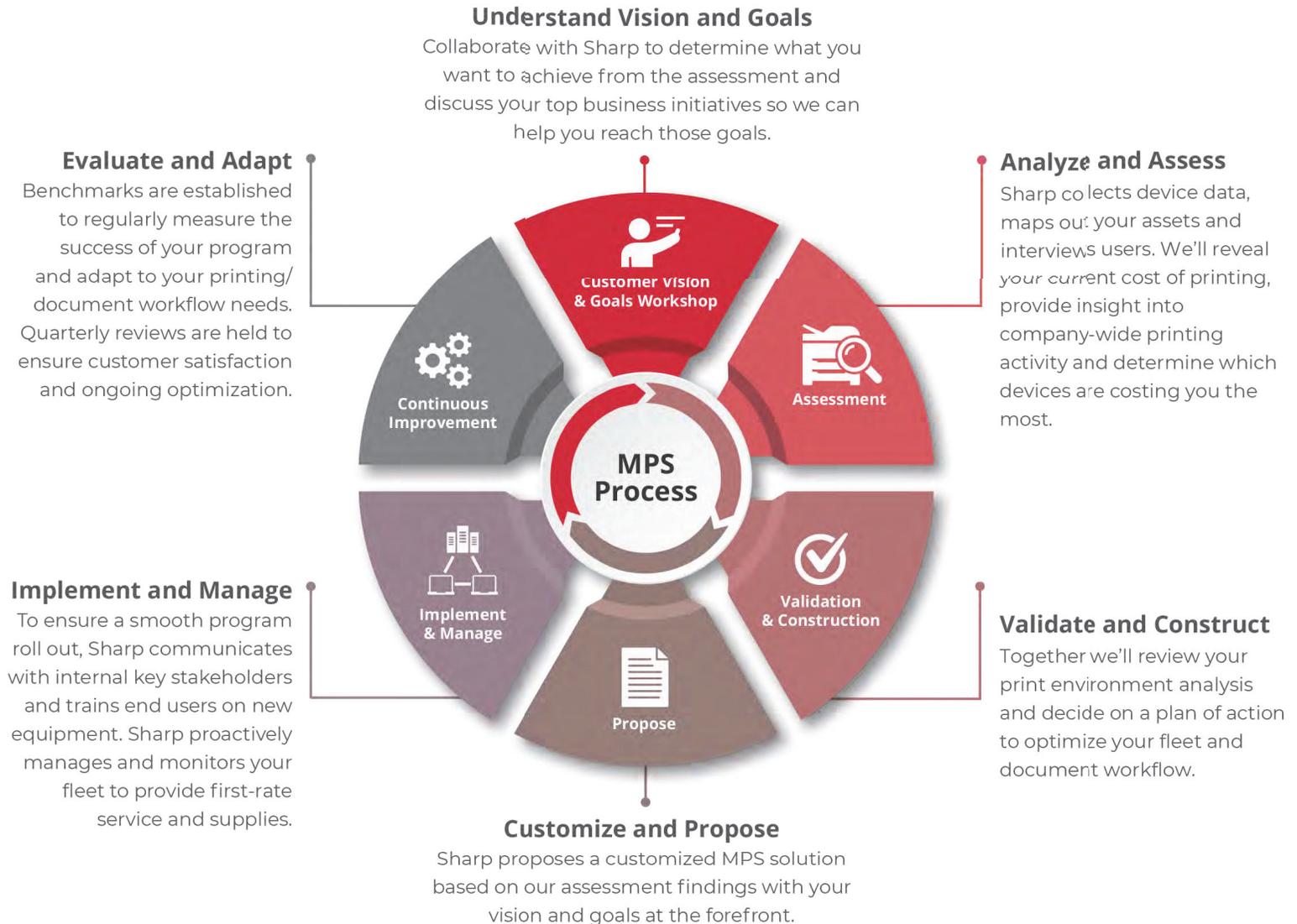
Sharp manages and maintains your fleet. This frees IT resources from printer-related issues and eliminates help desk calls to keep your team focused on key IT projects.

## Streamline Support from One Partner

Gone are the days of processing invoices from multiple vendors. Sharp sends a single, predictable monthly invoice for an all-inclusive cost-per-copy plan. By only paying for what you print, we can help you experience a significant savings.

# What would you like to achieve under an MPS program?

## Let Sharp's systematic approach to your print environment help you reach your goals.



### Experience the Benefits of Managed Print Services

- Know your true cost of printing
- Cut costs on devices, supplies and service
- Simplified budgeting for printing expenses
- Free up the IT department
- One vendor for all your printing needs
- Toner arrives just in time
- More uptime through proactive support
- Ongoing fleet optimization

Discover more about our MPS program and our complementary assessment today.

**SHARP**



Sourcewell Contract #030321-SEC

Managed Print Services

	Description	Hourly Labor Charge	One Time Charge (if Applicable)	Other Method of Charging (If Applicable)
<b>Assessment</b>	<b>Managed Print Services Assessment</b>			
<b>Assessment Phase 1</b>	Initial appointment - Collaborative discussion to discuss top business initiatives and goals of assessment.	\$0.00	\$0.00	N/A
<b>Assessment Phase 2</b>	Site Walkthrough & Device Mapping, Departmental Interviews, Detailed Cost Analysis, Consultative Fleet Analysis & Review, & Customized Program Creation	Based on Statement of Work	Based on Statement of Work	Based on Statement of Work
<b>Assessment Phase 3</b>	Auto Toner Replenishment (ATR), Advanced Account Management, Periodic Account Reviews, Change Management, Fleet Management, Sharp IT and Professional Services.	Based on Statement of Work	Based on Statement of Work	Based on Statement of Work
<b>Maintenance</b>	<b>Service and Supplies</b>			
<b>Cost Per Page Mono</b>	The MPS pricing listed is a not to exceed Cost Per Page (for 8.5"x11" page) to provide Remote Help Desk Support and/or On-Site Break/Fix, Toner Supplies, for accepted supported models based on SOW which is required for MPS program.	N/A	N/A	\$0.03 per page
<b>Cost Per Page Color</b>	The MPS pricing listed is a not to exceed Cost Per Page (for 8.5"x11" page) to provide Remote Help Desk Support and/or On-Site Break/Fix, Toner Supplies, for accepted supported models based on SOW which is required for MPS program.	N/A	N/A	\$0.26 per page



**SHARP**<sup>®</sup>

**SYNAPPX**

**Sourcewell Contract #030321-SEC**



**SYNAPPX™ GO**  
**PRODUCTIVITY WHEREVER YOU GO!**

**What is Synappx Go?**

Smartphones have changed the way we live and work, and now they can change the way we collaborate in our workplaces. With Synappx Go, you can share, scan and print your content on the go. Scale content easily to a large display, as well scan documents to and release print jobs from a multifunction printer—all right from your phone whenever and wherever.

**Synappx Go Advantages:**

- ◆ Helps employees facilitate efficient and productive ad-hoc collaboration with easy content sharing
- ◆ Uses employee mobile devices—familiar technology—to leverage existing technology and eliminate training
- ◆ Simplifies operation with one application to scan, print and display content
- ◆ Connects employees and devices—simply tap the NFC tag to access desired content on a printer or display

<b>Synappx Go</b>		<b>Contract Pricing</b>
<b>(1 User per license)</b>		
SW-S02U01M1-S	1 Month	\$6.00
SW-S02U01Y1-S	1 Year	\$49.00
SW-S02U01Y2-S	2 Years	\$93.00
SW-S02U01Y3-S	3 Years	\$122.00
SW-S02U01Y4-S	4 Years	\$140.00
SW-S02U01Y5-S	5 Years	\$146.00
<b>Synappx Go</b>		<b>Contract Pricing</b>
<b>(10 Users per license)</b>		
SW-S02U01M1	1 Month	\$48.00
SW-S02U01Y1	1 Year	\$403.00
SW-S02U01Y2	2 Years	\$773.00
SW-S02U01Y3	3 Years	\$1,014.00
SW-S02U01Y4	4 Years	\$1,159.00
SW-S02U01Y5	5 Years	\$1,208.00
SW-S02U01Trial	45 Day Trial	
<b>Synappx NFC Tags</b>		<b>Contract Pricing</b>
SYNAPPX-NFC100	Synappx NFC Tags 100 Count (Blue) 1 Tag required for each device (Display or MFP)	\$120.00
SYNAPPX-NFC100BLK	Synappx NFC Tags 100 Count (Black) 1 Tag required for each device (Display or MFP)	\$120.00



**Sourcewell Contract #030321-SEC**



**SYNAPPX™ MEETING  
START MEETINGS ON TIME!**

**About Synappx Meeting**

Research has shown that it takes an average of 12 minutes\* to achieve productivity during a meeting due to time lost to activities like connecting to a big screen, starting a conferencing system or finding necessary content. Synappx Meeting software helps solve these challenges, putting focus back on collaboration and sharing ideas.

**Synappx Meeting Advantages:**

- ◆ Synappx Meeting helps streamline and automatically connect technologies necessary to start meetings
- ◆ Synappx Meeting helps users track the meeting time and access shortcuts to their files and applications
- ◆ Synappx Meeting helps automatically disconnect the technologies used during the meeting to allow the next meeting to begin on time

<b>Synappx Meeting (1 Room per license)</b>		<b>Contract Pricing</b>
SW-S01R01M1	1 Month	\$21.00
SW-S01R01Y1	1 Year	\$160.00
SW-S01R01Y2	2 Years	\$319.00
SW-S01R01Y3	3 Years	\$463.00
SW-S01R01Y4	4 Years	\$580.00
SW-S01R01Y5	5 Years	\$676.00
SW-S01R01Trial	45 Day Trial	

\* Based on a 2017 Sharp and Spiceworks joint survey of a mid-sized organization with 250 IT professionals and business managers  
Sharp Electronics is not responsible for typographical errors. Designs and specifications are subject to change without notice.



**SHARP®**

**LED and LCD Monitors  
Including AQUOS BOARD®  
Interactive Display  
Systems**

**Sourcewell Contract #030321-SEC**

**PN-CD701**

**Windows collaboration display from Sharp**

- ◆ 70" class (69.5" diagonal) screen size
- ◆ 4K Ultra-HD UV<sup>2</sup>A Edge Lit LCD Screen
- ◆ Projected Capacitive Touch Screen
- ◆ 10-Point Multi-Touch Screen
- ◆ Modular 4K Camera with Microphone Array x4
- ◆ IoT Sensor Hub with Motion, Light, Temperature/humidity & Air Quality Detection
- ◆ Dual Screen Wireless Casting and Daisy Chain
- ◆ Crestron Connected™ Compatibility
- ◆ Built-In 12W per Channel Stereo Audio System
- ◆ 3-Year Limited Warranty



Model Number	Description	Contract Pricing
<b>PN-CD701</b>	<p><i>The Windows collaboration display is a next generation 4K Ultra HD 70" Class (69.5" diagonal) interactive display that enables better space utilization and more productive collaboration in meetings, boardrooms, training rooms, technical reviews and almost anywhere else.</i></p> <p><i>As well as using Sharp's award-winning technology, together with a built-in microphone, high quality camera and IoT sensor hub, it works seamlessly with the best Microsoft 365 collaboration tools. Furthermore, it's all backed by the cloud to deliver outstanding ease of use and enable the continual analysis of meeting room conditions and usage.</i></p>	\$6,549.00

\* Available through WCD certified dealers only.

Options & Accessories		
PN-ZU01	Additional 8 meter USB type C cable for connecting an additional PC to the Windows collaboration display.	\$414.00
PN-SPCi7W10C	Optional Enhanced PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i7 processor with Windows® 10 Pro and 16GB RAM. Attaches to rear of display.	\$1,748.00

## Sourcewell Contract #030321-SEC

### PN-L401C

### Sharp AQUOS BOARD® Interactive Display System

- ◆ 40" Class (39.5" diagonal) Interactive Display Systems
- ◆ 10-Point Capacitive Multi-Touch Screen
- ◆ Intel® Mini-OPS Expansion Slot supports the optional PN-ZB03H HDBaseT™ 2.0 and PN-ZB03W Wireless Expansion Boards
- ◆ SHARP Display Connect™ Software Included for Easy Connectivity with Mobile Devices
- ◆ SHARP Touch Viewer™ Software provides Easy Manipulation of Multiple File Types
- ◆ Enhanced Writing Surface with Improved Fingerprint and Glare Resistance
- ◆ Crestron Connected™ Compatibility
- ◆ Brilliant High Definition (1,920 x 1,080) Edge Lit LED Display
- ◆ Built-In 10W per Channel Stereo Audio System
- ◆ Bundled stand for desktop/landscape set-up
- ◆ 3-Year Limited Warranty



Model Number	Description	Contract Pricing
<b>PN-L401C</b>	<i>40" class (39.5" diagonal) AQUOS BOARD Interactive Display System with full 1920 x 1080 HD resolution is suitable for meetings of 2 to 6 people watching the screen at distances of 3 to 6 feet. The capacitive touch screen brings high performance of touch operation. The PN-L401C is bundled with a touch pen with 2 mm tips that enables fine writing of small letters and precise drawings. The PN-L401C also offers an expansion slot for optional HDBaseT Receiver Board or Wireless Board. The selectable orientation allows flexibility of setting application.</i>	\$1,873.00

Options & Accessories		
PN-SPCi5W10C8GB	Optional Standard PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i5 processor with Windows® 10 Pro and 8GB RAM. Attaches to rear of display.	1,357.00
PN-SPCi7W10C	Optional Enhanced PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i7 processor with Windows® 10 Pro and 16GB RAM. Attaches to rear of display.	1,748.00
PN-SL2C	Sharp Display Connect Software License Key for Chrome OS/Chromebook Support	66.00
PN-SU01	Advanced Feature License for Sharp Pen Software v.3.7 and above	66.00
PN-ZB03W	Wireless Expansion Board	849.00
PN-ZB03H	HDBaseT Receiver Board	442.00

## Sourcewell Contract #030321-SEC

### 4T-B70CT1U

### Sharp AQUOS BOARD® Interactive Display

- ◆ 70" Class (69.5" diagonal) 4K Ultra HD Interactive Display
- ◆ High Definition (3,840 x 2,160) Resolution with 4000:1 Contrast Ratio
- ◆ 20-Point Multi-Touch Screen
- ◆ Streamlined Design using Direct LED Backlighting
- ◆ Public Mode which disables operational controls to prevent unwanted adjustments by people in public locations
- ◆ SHARP Pen Software
- ◆ RS-232C control capability
- ◆ Built-in Digital Tuner
- ◆ Built-in 10 Watt Per Channel Stereo Audio System
- ◆ 3-Year Limited Warranty



Model Number	Description	Contract Pricing
<b>4T-B70CT1U</b>	<p><i>Looking for a powerful, yet affordable solution to make your classrooms and meeting rooms interactive? The 4T-B70CT1U AQUOS BOARD® interactive display is a perfect solution for those in search of a large format display that brings interactivity to any room. Plug and Play will let you unleash the interactive capabilities of your devices with easy setup and without the need to install drivers. Precise 20 point multi-touch functionality allows multiple people to collaborate effectively and creatively to facilitate effective learning. A powerful RS-232C and LAN command set enables flexible remote control from connected devices. When selected, "Public Mode" prevents unwanted operations by people in a classroom or any other public location.</i></p>	\$1,650.00

Options & Accessories		
PN-SPC5W10C8GB	Optional Standard PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i5 processor with Windows® 10 Pro and 8GB RAM. Attaches to rear of display.	1,357.00
PN-SPC7W10C	Optional Enhanced PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i7 processor with Windows® 10 Pro and 16GB RAM. Attaches to rear of display.	1,748.00
PN-SU01	Advanced Feature License for Sharp Pen Software v.3.7 and above	66.00
PN-SR780M	Rolling Cart Floor Stand	664.00
PN-SR763ACC1	Optional PC/keyboard accessory shelf for use with PN-SR780M	94.00

**Sourcewell Contract #030321-SEC**

**PN-CE701H / PN-C751H / PN-C861H**

**Sharp AQUOS BOARD® Interactive Display System**

- ◆ 70" Class (69 1/2" diagonal) / 75" Class (74 1/2" diagonal) / 86" Class (85 9/16" diagonal) screen size
- ◆ Brilliant Ultra-HD (3840 x 2160) LED Direct Lit Display
- ◆ Display, Write and Share information
- ◆ IR Touch Screen Technology
- ◆ 10-Point Multi-Touch Screen (PN-CE701H)  
20-Point Multi-Touch Screen (PN-C751H & PN-C861H)
- ◆ Simultaneous writing allows up to 4 people to write on the screen at the same time using touch pens or fingers
- ◆ Built-in SoC controller with Arm® Cortex®- A53 Processor (quad core)
- ◆ Built-in Whiteboard application
- ◆ OPS (Open Pluggable Specification) - Compliant Expansion Slot
- ◆ Built-in Wireless LAN connectivity for wireless presentations\*
- ◆ 350 cd/m<sup>2</sup> Brightness; 4,000:1 Contrast Ratio (PN-CE701H)  
400 cd/m<sup>2</sup> Brightness; 1,200:1 Contrast Ratio (PN-C751H & PN-C861H)
- ◆ One-Touch Operability (frequently used buttons are located on the front bezel)
- ◆ Built-in 10W per Channel Stereo Audio System
- ◆ 3-Year Limited Warranty; engineered for 16 hours per day use



\* Compatible with Windows® and Android™ operating systems.

Model Number	Description	Contract Pricing
<b>PN-CE701H</b>	<i>Looking for a smart, interactive display for your office or classroom? Meet the all-in-one Sharp PN-CE701H, PN-C751H and PN-C861H AQUOS BOARD interactive display systems that make all your visual communications more lively and productive. Available in three sizes - 70" Class (69 1/2" diagonal), 75" Class (74 1/2" diagonal) and 86" Class (85 9/16" diagonal), respectively - this series opens up an affordable path to pristine 4K Ultra HD resolution. A pre-installed launcher makes it quick and easy to start up and use the interactive whiteboard. Your lecture, presentation, or lesson can now be more creative and involving.</i>	\$3,259.00
<b>PN-C751H</b>		\$4,248.00
<b>PN-C861H</b>		\$7,455.00

Options & Accessories		
PN-SPCi5W10C8GB	Optional Standard PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i5 processor with Windows® 10 Pro and 8GB RAM. Attaches to rear of display.	1,357.00
PN-SPCi7W10C	Optional Enhanced PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i7 processor with Windows® 10 Pro and 16GB RAM. Attaches to rear of display.	1,748.00
PN-SU01	Advanced Feature License for Sharp Pen Software v.3.7 and above	66.00
PN-SR780M	Rolling Cart Floor Stand	664.00
PN-SR763ACC1	Optional PC/keyboard accessory shelf for use with PN-SR780M	94.00

## Sourcewell Contract #030321-SEC

### PN-L805H

### Sharp AQUOS BOARD® Interactive Display System

- ◆ 80" class (80.5" diagonal) screen size
- ◆ 4K Ultra-HD TFT Full Array LCD Screen
- ◆ Capacitive Touch Screen with Direct Bonding Technology
- ◆ 30-Point Multi-Touch Screen for up to 4 Simultaneous Users
- ◆ Intel® Mini-OPS Expansion Slot supports the optional PN-ZB03H HDBaseT™ 2.0 and PN-ZB03W Wireless Boards
- ◆ SHARP Display Connect™ Software Included for Easy Connectivity with Mobile Devices
- ◆ SHARP Touch Viewer™ Software provides Easy Manipulation of Multiple File Types\*
- ◆ Enhanced Writing Surface with Improved Fingerprint and Scratch Resistance
- ◆ Crestron Connected™ Compatibility
- ◆ Landscape, Portrait, Face-up Operation
- ◆ Built-In 10W per Channel Stereo Audio System
- ◆ 3-Year Limited Warranty



\* Available for download via included download application

Model Number	Description	Contract Pricing
<b>PN-L805H</b>	<i>Featuring 4K** resolution, the 80" Class (80.5" diagonal) PN-L805H interactive display enhances the Sharp AQUOS BOARD lineup. Stunning 4K Ultra-HD resolution reproduces your content accurately with incredibly precise rendering of color and detail. It offers the "Pen-on-Paper" user experience promised by the Sharp AQUOS BOARD series, providing revolutionary writing comfort close to actually using a pen to write on real paper. The PN-L805H interactive display can play an especially valuable role in the architecture, design, and video industries, as well as in museums and libraries, all of which require precise detail and superior interactivity. This is your go-to monitor when you need true-to-life detail and superb interactivity.</i>	\$15,418.00

\*\* (3,840 x 2,160 pixel resolution)

Options & Accessories		
PN-SPCi5W10C8GB	Optional Standard PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i5 processor with Windows® 10 Pro and 8GB RAM. Attaches to rear of display.	1,357.00
PN-SPCi7W10C	Optional Enhanced PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i7 processor with Windows® 10 Pro and 16GB RAM. Attaches to rear of display.	1,748.00
PN-SL2C	Sharp Display Connect Software License Key for Chrome OS/Chromebook Support	66.00
PN-SU01	Advanced Feature License for Sharp Pen Software v.3.7 and above	66.00
PN-SR780M	Rolling Cart Floor Stand	664.00
PN-SR763ACC1	Optional PC/keyboard accessory shelf for use with PN-SR780M	94.00
PN-ZB03W	Wireless Expansion Board	849.00
PN-ZB03H	HDBaseT Receiver Board	442.00

## Sourcewell Contract #030321-SEC

### PN-L651H / PN-L751H / PN-L851H

### Sharp AQUOS BOARD® Interactive Display System

- ◆ 65" class (64 1/2" diagonal) / 75" class (74 1/2" diagonal) / 85" class (84 9/16" diagonal) screen size
- ◆ Supports 4K Ultra-HD (3,840 x 2,160) pixel resolution
- ◆ Built-in Controller with IWB Launcher
- ◆ 20-Point Touch Screen
- ◆ Wireless LAN and Bluetooth® compatibility
- ◆ SHARP Display Connect™ Software Included for Easy Connectivity with Mobile Devices
- ◆ SHARP Touch Viewer™ Software provides Easy Manipulation of Multiple File Types\*
- ◆ Direct Drawing allows the LCD monitor to be used like a regular whiteboard
- ◆ Quad Screen Display
- ◆ Landscape, Portrait Operation
- ◆ Built-In 10W per Channel Stereo Audio System
- ◆ 3-Year Limited Warranty



\* Available for download via included download application

Model Number	Description	Contract Pricing
PN-L651H	The PN-L651H/751H/851H AQUOS BOARD interactive display systems are made for show and tell in the digital age. Whatever screen size you choose - 65", 75" or 85" Class (64 1/2, 74 1/2 or 84 9/16, respectively) - you get pristine 4K Ultra HD resolution. With a pre-installed controller and built-in whiteboard and wireless functionality, they are always ready for a quick meeting. The touchscreen supports up to 20 touch points at a time. You can use either a finger or the bundled touch pen, which gives a Pen-on-Paper® writing experience. Your group collaborations just got more seamless and intuitive.	\$4,018.00
PN-L751H		\$5,377.00
PN-L851H		\$8,824.00

Options & Accessories		
PN-SPCi5W10C8GB	Optional Standard PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i5 processor with Windows® 10 Pro and 8GB RAM. Attaches to rear of display.	1,357.00
PN-SPCi7W10C	Optional Enhanced PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i7 processor with Windows® 10 Pro and 16GB RAM. Attaches to rear of display.	1,748.00
PN-SL2C	Sharp Display Connect Software License Key for Chrome OS/Chromebook Support	66.00
PN-SU01	Advanced Feature License for Sharp Pen Software v.3.7 and above	66.00
PN-SR780M	Rolling Cart Floor Stand	664.00
PN-SR763ACC1	Optional PC/keyboard accessory shelf for use with PN-SR780M	94.00

## Sourcewell Contract #030321-SEC

### LL-B240 / LL-B270 Desktop LCD Monitor

- ◆ 24" Class (23.8" Diagonal), 27" Class (27" Diagonal) Desktop Monitors
- ◆ Full High Definition (1,920 x 1,080 pixels) Resolution with 200 cd/m<sup>2</sup> Brightness (default) / 250 cd/m<sup>2</sup> Brightness (maximum) and 3,000:1 Contrast Ratio
- ◆ Thin Profile - LL-B240 & LL-B270 (1/4" at thinnest part)
- ◆ Adjustable Blue Light (can be set to four levels)
- ◆ 178 (LL-B240 & LL-B270) Degree Viewing Angle
- ◆ Streamlined Design Using Edge Lit LED Backlighting
- ◆ 3-Year Limited Warranty



Model Number	Description	Contract Pricing
LL-B240	<p>Sharp's desktop monitors are a space-conscious solution for any office desk! With their 2 mm bezel, svelte profile and stylish round stand, the 24" Class (23.8" diagonal) LL-B240 and 27" Class (27" diagonal) LL-B270 desktop monitors seem to float before your eyes. They are much slimmer than a typical office monitor making on-screen content more noticeable than the hardware. The LL-B240 and LL-B270 desktop monitors won't dominate a desk, even with several monitors set up. In fact, they are designed to free up a business person's valuable desk "real estate" to ultimately enhance productivity! In addition to their minimal profile, these monitors support Full HD resolution, have adjustable light settings for optimal comfort and a wide viewing angle of 178 (LL-B240 &amp; LL-B270) degrees so users can see high-quality images with less alterations to color and brightness.</p>	\$171.00
LL-B270		\$216.00

**Sourcewell Contract #030321-SEC**

**PN-HB851**

**Professional LCD Monitor**

- ◆ 85" Class (84 9/16" Diagonal) Monitor
- ◆ Brilliant Ultra-HD (3840 x 2160) LED Direct Lit Display
- ◆ Built-in SoC controller with Android™ OS 7.1 & Arm® Cortex hexa-core processor
- ◆ Intel® Mini-OPS Expansion Slot supports the optional PN-ZB03H HDBaseT™ 2.0 and PN-ZB03W Wireless Expansion Boards
- ◆ Landscape, Portrait, Face-up Operation
- ◆ 350 cd/m<sup>2</sup> Brightness; 5,000:1 Contrast Ratio
- ◆ Crestron Connected™ Compatibility
- ◆ Built-in 10W Per Channel Stereo Audio System
- ◆ 3 Year Limited Warranty



Model Number	Description	Contract Pricing
<b>PN-HB851</b>	<i>You can completely trust the 85" Class (84 9/16" diagonal) PN-HB851 monitor to get your message out there. What sets this product apart is a built-in system-on-a-chip (SoC) controller that allows it to deliver digital signage straight out of the box. Daily operation is a breeze, thanks to on-board content distribution software. Also, SHARP e-Signage S allows you to create and manage professional-grade content. And optional upgrades give the monitors even more flexibility to interact with external devices. It all adds up to a powerful signage solution that's built to engage.</i>	\$7,515.00

Options & Accessories		
PN-ZB03W	Wireless Expansion Board	849.00
PN-ZB03H	HDBaseT Receiver Board	442.00
PN-SPCi5W10C8GB	Optional Standard PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i5 processor with Windows® 10 Pro and 8GB RAM. Attaches to rear of display.	1,357.00

## Sourcewell Contract #030321-SEC

### PN-UH431 / PN-UH501 / PN-UH551 Commercial LCD Displays

- ◆ 43" Class (42 1/2" Diagonal) / 50" Class (49 1/2" Diagonal) / 55" Class (54 5/8" Diagonal) Commercial LCD Displays
- ◆ 4K-Ultra High Definition (3,840 x 2,160) Resolution with 400 cd/m<sup>2</sup> Brightness and 4,000:1 Contrast Ratio
- ◆ Streamlined Design using direct lit LED Backlighting
- ◆ RS-232C Control Capability
- ◆ Built-in Digital Tuner
- ◆ Built-in 10W per Channel Stereo Audio System
- ◆ 3-Year Limited Warranty



Model Number	Description	Contract Pricing
PN-UH431	<i>Engage, inform, and entertain your audience with a Sharp commercial LCD display. The PN-UH431, PN-UH501 and PN-UH551 displays deliver your message with eye-catching detail at every scale. Along with 4K Ultra HD resolution, they boast a built-in USB media player. So, even without a connected PC, you can display photos and videos with amazing realism. Belying their slimline profiles, these monitors pack advanced professional features and on-board NTSC/ATSC tuners. Whether you set them up in a retail, hospitality, or business setting, these monitors are built to make an impact.</i>	\$710.00
PN-UH501		\$853.00
PN-UH551		\$919.00

**Sourcewell Contract #030321-SEC**

**4T-B60CJ1U / 4T-B70CJ1U / 4T-B80CJ1U**

**4K Ultra HD Commercial LCD Display**

- ◆ 60" Class (60.1" diagonal), 70" Class (69.5" diagonal) and 80" (80.0" diagonal) 4K Ultra HD Full Color Commercial Display
- ◆ High Definition (3,840 x 2,160) Resolution with 4000:1 Contrast Ratio
- ◆ Full Complement of Inputs and Outputs for Easy and Enhanced Connectivity
- ◆ Public Mode which disables operational controls to prevent unwanted adjustments by people in public locations
- ◆ LED backlight that supports a wide color gamut
- ◆ Built-in 10 Watt Per Channel Stereo Speakers
- ◆ 3-Year Limited Warranty



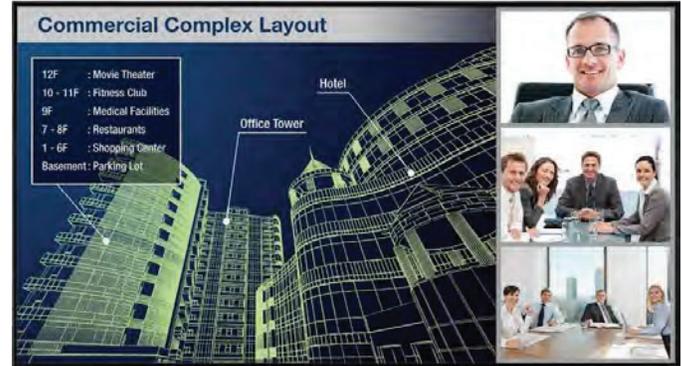
Model Number	Description	Contract Pricing
<b>4T-B60CJ1U</b>	<p><i>Give your message a big-screen boost with a Sharp commercial LCD display. Whether you choose the 60" (60.1" diagonal) Class, 70" (69.5" diagonal) Class or 80" (80.0 diagonal) Class model, the 4T-B Series displays convey your message with the true-to-life precision of 4K Ultra-HD resolution. Built-in tuner support and business-friendly features are packed into an elegantly slender frame. In hospital, business and retail settings, the 4T-B Series displays excel at reaching your audience, making them more informed, more entertained and more engaged.</i></p>	\$934.00
<b>4T-B70CJ1U</b>		\$1,367.00
<b>4T-B80CJ1U</b>		\$3,805.00

## Sourcewell Contract #030321-SEC

### PN-UH861

### Flat - Panel Professional 4K Ultra HD LCD Display

- ◆ 86" Class (85-5/8" diagonal) widescreen 4K Ultra HD Full Color Professional Display
- ◆ High Definition (3,840 x 2,160) Resolution with 1,200:1 Contrast Ratio and 8ms Response Time
- ◆ Full Complement of Inputs and Outputs for Easy and Enhanced Connectivity
- ◆ Public Mode which disables operational controls to prevent unwanted adjustments by people in public locations
- ◆ LED backlight that supports a wide color gamut
- ◆ Built-in 10 Watt Per Channel Stereo Speakers
- ◆ 3-Year Limited Warranty



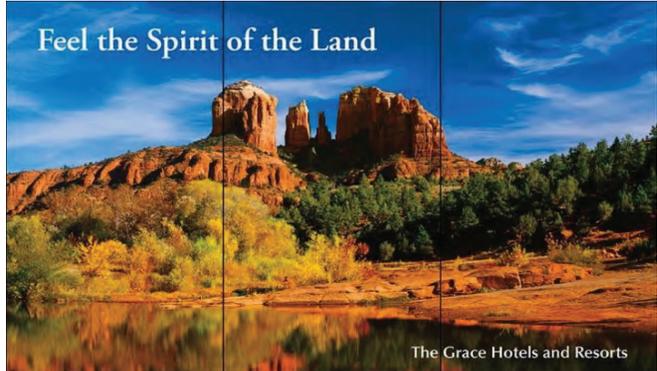
Model Number	Description	Contract Pricing
<b>PN-UH861</b>	<p><i>Engage, inform, and entertain your audience with a Sharp commercial LCD display. The PN-UH861 display delivers your message with eye-catching detail at every scale. Along with 4K Ultra HD resolution, it boasts a built-in USB media player. So, even without a connected PC, you can display photos and videos with amazing realism. Belying its slimline profile, this monitor packs advanced professional features and an on-board NTSC/ATSC tuner. Whether you set it up in a retail, hospitality, or business setting, this monitor is built to make an impact.</i></p>	\$4,948.00

**Sourcewell Contract #030321-SEC**

**PN-V701**

**Flat - Panel Professional Large-Format LCD Monitor**

- ◆ 70" Class (69 1/2" Diagonal) Professional LCD Monitor
- ◆ Brilliant High Definition (1,920 x 1,080) UV<sup>2</sup>A LCD Display
- ◆ Up to 700 cd/m<sup>2</sup> brightness and 4,000:1 Contrast Ratio
- ◆ Sharp Advanced UCCT (Uniform Color Calibration Technology)
- ◆ Expansion slot supports HDBaseT™ 2.0 with optional PN-ZB03H expansion board
- ◆ Full-Array LED Backlight
- ◆ Enlarge (Zoom) Display Mode
- ◆ Optional Control Kit allows all monitors in a video wall to be operated using one remote



Model Number	Description	Contract Pricing
<b>PN-V701</b>	<i>The 70" Class (69-1/2" Diagonal) full high-definition PN-V701 Professional LCD Monitor allows you to build video walls with exceptionally thin 4.4 mm* combined bezels that will complement virtually any commercial or public space. Whether installed in a shopping mall, hotel, control room, transport hub, or conference hall, a bank of these monitors will convey your message with overwhelming style and precision. Sharp's Advanced UCCT (Uniform Color Calibration Technology) allows the color reproduction and brightness to be beautifully consistent on each individual LCD monitor and thus across the entire video wall.</i>	\$8,979.00

\* 1.5 mm (right/bottom), 2.9 mm (left/top)

Options & Accessories		
PN-ZB03H	HDBaseT Receiver Board	442.00
PN-ZR02	Optional Control Kit that permits the monitors in a video wall to be controlled using one remote controller when one monitor is fitted with a remote control sensor box (included) - Includes remote controller and remote control sensor box.	132.00

## Sourcewell Contract #030321-SEC

### PN-R606 / PN-R706

### Professional LCD Display

- ◆ 60" Class (60" Diagonal) and 70" Class (69.5" Diagonal) Full Color Professional Displays
- ◆ Intel® Mini-OPS Expansion Slot supports the optional PN-ZB03H HDBaseT™ 2.0 and PN-ZB03W Wireless Expansion Boards
- ◆ Landscape, Portrait, Face-up, Face-down Operation
- ◆ Crestron Connected™ Compatibility
- ◆ High Definition (Native 1920 x 1080) Resolution with 700 cd/m<sup>2</sup> Brightness and 5,000:1 Contrast Ratio
- ◆ Built-in 10 Watt Per Channel Stereo Audio System
- ◆ Engineered for 24/7 Use - 3 Year Limited Warranty



Model Number	Description	Contract Pricing
<b>PN-R606</b>	<i>When it comes to digital signage, size and flexibility matter. Sharp's 60" (60" diagonal) PN-R606 and 70" Class (69.5" diagonal) PN-R706 professional LCD monitors offer high-impact screen space along with the flexibility to match your installation location. Whether set up at a tilted angle or hung from the ceiling, these eye-catching monitors have the size to convey your message clearly and vividly to your audience. DisplayPort™ 1.2 connectivity comes standard and the interface can be expanded with an optional wireless board or HDBaseT™ 2.0 receiver board. All this flexibility gives you greater scope to create an appealing space and deliver a compelling message.</i>	\$3,061.00
<b>PN-R706</b>		\$4,372.00

Options & Accessories		
PN-ZB03W	Wireless Expansion Board	849.00
PN-ZB03H	HDBaseT Receiver Board	442.00
PN-SPCi5W10C8GB	Optional Standard PC for use with all Sharp AQUOS BOARD displays. Intel® Coffee Lake Core™ i5 processor with Windows® 10 Pro and 8GB RAM. Attaches to rear of display.	1,357.00

**Sourcewell Contract #030321-SEC**

**8M-B70AU**

**Professional LCD Display**

- ◆ 70" Class (69.5" Diagonal) Screen Size
- ◆ 8K-Ultra High Definition (7,680 x 4,320) LCD Display
- ◆ Full Array LED Backlighting with Local Dimming Technology
- ◆ HDR (High Dynamic Range) with Mega Contrast and Wide Color Gamut Technology
- ◆ 4K and 2K Upconversion to 8K
- ◆ 400 cd/m<sup>2</sup> Brightness and 3,000:1 Contrast Ratio
- ◆ RS-232C Control Capability
- ◆ Built-in 35W 2.1 Channel Stereo Audio System
- ◆ 3 Year Limited Warranty



Model Number	Description	Contract Pricing
8M-B70AU	<p><i>With its stunning 8K Ultra-HD resolution, the Sharp 8M-B70AU display packs 33 million pixels into its 70" class LCD panel. This 8K monitor with 7,680 x 4,320 pixels achieves a screen resolution 16 times higher than full HD. You can't help but feel the depth and presence of the stunningly realistic on-screen images. Sophisticated color-processing technologies support a wide range of color expression along with faithful color mapping on the display. The rich color palette of this 8K monitor adds depth to the content and brings the entire screen to life.</i></p>	\$13,158.00

**Sourcewell Contract #030321-SEC**

**8M-B80AX1U**

**Professional LCD Display**

- ◆ 80" Class (80 1/2" Diagonal) Screen Size
- ◆ 8K-Ultra High Definition (7,680 x 4,320) LCD Display
- ◆ Full Array LED Backlighting with Local Dimming Technology
- ◆ HDR (High Dynamic Range) with Wide Color Gamut Technology
- ◆ 4K and 2K Upconversion to 8K
- ◆ 800 cd/m<sup>2</sup> Brightness, Peak Brightness 4,000 cd/m<sup>2</sup>
- ◆ 3,000:1 Contrast Ratio
- ◆ RS-232C Control Capability
- ◆ Built-in 20W 2.1 Channel Stereo Audio System
- ◆ 3 Year Limited Warranty



Model Number	Description	Contract Pricing
<b>8M-B80AX1U</b>	<i>With its stunning 8K Ultra-HD resolution, the Sharp 8M-B80AX1U display packs 33 million pixels into its 80" class LCD panel. This 8K monitor with 7,680 x 4,320 pixels achieves a screen resolution 16 times higher than full HD. You can't help but feel the depth and presence of the stunningly realistic on-screen images. Sophisticated color-processing technologies support a wide range of color expression along with faithful color mapping on the display. The rich color palette of this 8K monitor adds depth to the content and brings the entire screen to life.</i>	\$14,322.00

# Help Stay Safe Without Slowing Down

Smart touchless solution for temperature, face mask checks and screening questions.



## Bring peace of mind to staff and visitors with contactless screening.

Engineered and designed to deliver a fast, safe and reliable temperature screening and check-in experience that doesn't involve any touchpoints or another person.



### Accurate and fast temperature check

Combines power infrared and environmental sensors to perform a non-invasive and highly accurate temperature measure in 0.2 seconds.



### Zero touchpoint, away from staff

Completely touchless, starting automatically using LIDAR technology and AI. Our mobile web app can be used for self check-ins and answering screening questions.



### Staff privacy and data security

Doesn't rely on facial recognition to connect employee records, with a built-in keycard and access control compatible reader.

## Designed for your staff, contractors, customers and more.

No matter what the scenario requires, LivMote™ has adaptable modes to provide a streamlined screening experience that doesn't feel burdensome.



Office



Healthcare



Government



Education

# How LivMote Works

ATTACHMENT A

Before entering the building, employees and visitors take a customized web-based questionnaire on a personal smartphone. If approved, they are directed to a LivMote device for touchless face mask detection and temperature reading.



To learn more, contact your Sharp representative or visit [Sharpusa.com](https://www.sharpusa.com).

Final product design and user interface are subject to change.

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## Sourcewell Contract #030321-SEC

**LivMote**  
**Non-Contact Infrared Thermometer**

Model	Description	Contract Pricing
LIVMTHW	LivMote with 125 Khz RFID Proximity Card Scanner	\$499
LIVMTHW13	LivMote with 13.56 Mhz RFID Proximity Card Scanner	499
LIVMT1YS	LivMote Cloud Service 1-year subscription	1,000
LIVMT2YS	LivMote Cloud Service 2-year subscription*	1,540
LIVMT3YS	LivMote Cloud Service 3-year subscription*	2,020

\*Hardware Scanner and Cloud Service come standard with LiveMote device. Purchase of hardware (LIVMTHW or LIVMTHW13) and Cloud Service subscription is necessary to setup, configure and manage LivMote.

### Options & Accessories

LIVMTFSB	Floor Standing Base	\$90
LIVMTFSP	Floor Standing Pole	90
LIVMTWM	Wall Mount	79
LIVMTDM	Desk Mount with Kick Stand	45
LIVMTAD1Y	Additional Subscription 1yr	720
LIVMT1YSHIP	HIPAA Cloud Service Add-on 1 yr	228
LIVMT2YSHIP	HIPAA Cloud Service Add-on 2 yr	456
LIVMT3YSHIP	HIPAA Cloud Service Add-on 3 yr	684

## Professional Services are Now Available

Providing all of the tools you need for complete system integration



Sharp Electronics provides Sourcewell customers professional service assistance on a contract basis. Professional service assistance is provided in 8-hour (**DSERVICE**) and 4-hour (**DSERVICE-II**) blocks of time.

Professional services may include:

- Technical assistance installing Sharp hardware and/or Sharp software within large or complex network environments
- Special customization of Sharp software
- Assisting customer developers creating custom business applications using Sharp's OSA software development tools

However, DService and DService-II professional services are not used to install or configure third-party software, replace or augment customer IT personnel responsibilities, or to manage projects on behalf of a customer's own project management resources.

Contact your Sharp Government & Major Account Manager for more information on scheduling Professional Services at your location.

### Professional Services Rates:

#### Full Day Service Fee (**DSERVICE**)

\$1,500.00 (Travel Expenses Additional)

#### Professional Services Hourly Rate (**DSERVICE II**)

\$175.00 per Man Hour with 4 hour minimum charge (travel expenses additional)

#### ***Please Note:***

##### **A Statement of Work is required before scheduling Professional Services at your location**

A mutually signed statement of work is required to initiate a professional services engagement with a customer. The statement of work will specify the scope of the engagement, project milestones, a begin-date, an end-date, and requirements for each party involved in the engagement. The DService and DService-II units necessary to fulfill the engagement are determined based on the scope and requirements of the engagement.

## ENVIRONMENTAL CONSERVATION

Sharp's ongoing commitment and dedication to developing eco-friendly document systems set a high standard for the industry



### An Environmentally Responsible Approach to Product Design

Our document systems utilize Sharp's advanced micro-fine toner technology, which offers a lower consumption rate and produces less waste, resulting in longer replacement intervals. Sharp supplies are packaged using fully recyclable materials. Long-life consumable parts help minimize service intervals and downtime, resulting in lower operating costs. Energy-saving modes allow power to be reduced or shut off at set intervals. And, Sharp document systems are RoHS compliant to meet the latest green initiatives.



### Special Recognition for Energy Efficient Product Design

In 2014, Sharp received special recognition by the US Environmental Protection Agency (EPA) for Energy Efficient Product Design. Sharp is recognized for its participation in providing valuable insight and information in ENERGY STAR®'s specification revision process and by demonstrating creativity in helping the EPA address and resolve technical challenges to build robust specifications.



### Sharp Business Products are EPEAT® Certified

EPEAT (Electronic Product Environmental Assessment Tool) is a 3rd party global rating system for greener electronics that requires ongoing independent verification of manufacturer claims. Businesses, government agencies, schools, hospitals and other institutions are using EPEAT as the environmental benchmark to help them make informed purchasing decisions. By using EPEAT standards to purchase greener electronics, you will be assuring your organization's environmental sustainability goals and help to preserve our natural resources.

### Sharp's Environmental Leadership

As a testament to our commitment to the environment, Sharp was a former recipient of the Excellence in Partnership Green Contractor Award and the Evergreen Award from the U.S. Government's General Services Administration and the Coalition for Government Procurement.



The **Green Contractor Award** recognizes contractors that have made the best overall commitment to the environment by offering environmentally friendly products and services or adhering to environmentally sound manufacturing procedures.

The **Evergreen Award** identifies environmentally-friendly businesses and their efforts in recycling and waste reduction practices. Please visit [www.sharppusa.com/environment](http://www.sharppusa.com/environment) to learn more about our environmental leadership.

*Sharp's commitment to the environment sets a high standard for the industry.*

### Toner Recycling Program

As part of our commitment to preserving the environment, Sharp has partnered with a zero waste to landfill recycler for recycling all Sharp consumables including cartridges, bottles, waste collection containers and drum units. Customers can participate in Sharp's free Stop, Drop, Recycle Program by visiting our website: [www.sharppusa.com/recycle](http://www.sharppusa.com/recycle).



## HEIGHTENED SECURITY ENSURES CONFIDENTIALITY

Sharp's industry-leading document and device protection ensures confidentiality and safeguards your assets.



As MFPs and printers become a part of an organization's integrated document workflows and business processes, security becomes a serious concern. Securely managing business and user data is critical for corporations to be successful but that can add greater complexity as they are associated with various sources and formats.

Sharp helps IT managers minimize such concerns and optimize security management by providing integrated security features.



### **Data and Information Security**

Standard MFP security coupled with the optional Data Security Kit (DSK) protects and controls the major MFP systems and subsystems (print, copy, scan, fax jobs, network settings, memory components, local user interface). The Sharp data encryption method uses the Advanced Encryption Standard (AES) algorithm 256\* bit on all data before it is written to RAM and the hard disk drive. It also provides overwriting routines for deleted data to ensure that all information is virtually irretrievable by unauthorized users.

### **MEETING SECURITY STANDARDS AND CERTIFICATIONS**



#### **Security for Private Sector and Corporate Organizations**

Sharp MFPs provide robust, complete control over information access, transmission and tracking to facilitate compliance with stringent mandates. By implementing the Sharp Security Suite, Sharp MFPs can help banks and investment institutions meet the privacy requirements of the Gramm-Leach-Bliley (GLB) Act. Insurance and healthcare providers can maintain Health Insurance Portability and Accountability Act (HIPAA) compliance with confidence. Businesses across all industries will benefit from the strict controls over financial information required under the Sarbanes-Oxley (SOX) Act.



#### **Security for Public Sector and Government Organizations**

Threats to government infrastructure are rapidly growing and the number of attacks continue to rise. On one hand, information sharing is critical for the efficiency of these organizations. On the other hand, security management is becoming more challenging for IT managers. Sharp can help your organization meet US government information security requirements through ISO 15408/Common Criteria certifications or features such as Common Access Card (CAC)/ Personal Identity Verification (PIV) authentication to maintain security clearance to protect classified data.



#### **Protect Your Data**

*As the leader in office equipment security, Sharp makes it easy for any business or government entity to safely deploy and facilitate secure printed documents.*

\* Encryption level is varies per model.

