Requisition

Req # 00190271

PO #

Date: 02/16/11

Consent #25445 3/1/11

Bill To: x
x

Vendor : 223751
IKON OFFICE SOLUTIONS, INC.
P.O. BOX 660342
DALLAS TX 75266-0342
FAX (478)471-2311

Ship To: HIDALGO CO. PCT 1
1902 Joe Stephens Ave
WESLACO TX 78596

Contact: SANTIAGO / NOE
956-968-8733

Contract No: TASB BUYBOARD 29

Special Instructions:
P49

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		*****PRECINCT 1-DELTA LAKE PARK***** AS PER TASB BUYBOARD CATALOG 299-08 UPON DELIVERY OF THE NEW EQUIPMENT PLEASE PICKUP TRADE-IN SERIAL # DO NOT DUPLICATE ORDER		
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE FOR A RICOH AFICIO MP 2851 PRICING COMPONENTS INCLUDES: EQUPMENT, DELIVERY, INSTALLATION, OPERATOR TRAINING, MAINTENANCE, TONER, STAPLES AND SERVICE PERFORMED BY IKON CUSTOMER SERVICE TECHNICIANS (YOU WILL INCUR NO ADDITIONAL CHARGES FOR PARTS OR LABOR)	78.00	780.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE ARDR DF3030 (50 SHEET)	16.00	160.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE FAC 38 CABINET	3.00	30.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE DIGITAL QC 120/15 NETWORK POWERFILTER - SURGE PROTECTOR	3.00	30.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE FAX OPTION TYPE 3351	14.00	140.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE SERVICE-(1,500 B&W IMAGES PER MONTH WITH OVERAGES @ $0.0095	18.15	181.50
		Account No	Encumbrance	
		1-1100-452-00-121-013-0-432	181.50	
		1-1100-452-00-121-013-0-780	1,140.00	
			Freight	.00
			Total	1,321.50
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233		

Authorized By: _____

Proposal for Hidalgo County Pct. 1 - Parks

PREPARED BY:

Aissa Garcia – Account Executive

Mobile: (956) 607-6465

Email: aigarcia@ikon.com

PREPARED FOR:

Hidalgo County Pct. 1 – Parks

Date Submitted: February 11, 2011

190271

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A RICOH COMPANY

Aissa Garcia
Account Executive
IKON Office Solutions, Inc.
809-A Savannah, Suite 311
McAllen, TX 78503
(956) 607-6465
aigarcia@IKON.com

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Reservation of Rights—In response to your request, we have reviewed and are responding to the terms and conditions in your RFP or invitation. Based on our review of the information provided by you, IKON is confident that contracts acceptable to us may be reached promptly following any award. Specifically, we recognize your right to negotiate and approve the terms and conditions of any contract following award and respectfully reserve the same right. We acknowledge that all contract terms and conditions must be mutually agreed upon by both of us. Our proposal represents our commitment with respect to pricing, equipment specifications and our proposed solution. Following bid award, we contemplate that we will both negotiate and sign, in the exercise of good faith, customary definitive agreement(s) to govern our relationship, and provide reasonable assurances of our authority to enter into such agreements. In an effort to expedite the finalization of our agreements, we have noted the following topics for our discussion, which are either not addressed in your request or for which we request further clarification:

- To the extent you lease from us or IKON Financial Services, customary terms and conditions related to equipment financing, subject to customary non-appropriation rights;
- Mutually acceptable terms related to the measurement and calculation of service levels, including customary terms related to reporting requirements and remedies;
- Standard industry service termination and default, rights and remedies, including reasonable written notice requirements and cure periods;
- Risk of loss and insurance requirements during possession of provided equipment;
- Assignment rights subject to prior credit approval;
- Standard industry warranties for service and support and the transfer of applicable manufacturer product warranties, as well as customary limitations of implied warranties;
- Mutual indemnification for third party claims arising from acts of misconduct in connection with the performance of services; and
- Mutual liability protections for consequential and similar damages.

As is customary for transactions of this type, any acknowledgements made by each of us are qualified by the right to negotiate mutually acceptable terms. Our proposal is based upon the information provided by you, and the assumptions made by us in preparing our response. Any changes to information or assumptions may, if material, require modification. Upon award, we will be pleased to work with you to promptly finalize mutually acceptable contract terms and, if applicable, provide copies of appropriate contract forms for that purpose.

Proprietary and Confidential Statement—The enclosed materials are proprietary to IKON Office Solutions, Inc. ("IKON"), and IKON reserves all right, title, and interest in and to such materials. The terms, conditions, and information set forth herein are confidential to IKON and may not be disclosed in any manner to any person other than the addressee, together with its officers, employees, and agents who are directly responsible for evaluating the contents of these materials for the limited purpose intended. These materials may not be used in any manner other than for such limited purpose. Any unauthorized disclosure, use, reproduction, or transmission is expressly prohibited without the prior written consent of IKON. These materials summarize a proposed equipment and/or services solution. They are intended for informational purposes only to assist you in your evaluation of IKON as a potential business partner. These materials do not represent an offer or a binding agreement.

Ricoh MP 2851

The Ricoh MP 2851 delivers exceptional results to businesses seeking versatile digital copying, productive network scanning and printing. Featuring professional image quality and a space-saving design, these models incorporate an array of impressive features that will substantially increase user productivity.

Key Features of the Ricoh MP 2851

- 28 PPM monochrome output speed, Low cost per page output
- 1,100-sheet paper capacity
- 500-sheet finisher and cabinet stand
- Device is fax, print and scan enabled - providing both black & white and color scanning functionality
- Warm up time of 22 seconds and 4.5 seconds monochrome first print speed
- ESP Power Filter
- Energy Star® compliant
- Warm up time less than 45 seconds

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Financial Considerations

Investment Details:
Ricoh MP 2851

Current Situation:

Parks - Canon IR2230 – 1,500 copies ***$120.00 Monthly (48 mths)***

Financial Considerations for 48 Months

Equipment Breakdown	TASB Purchase Pricing	48 mo Pricing
1. Ricoh Aficio MP 2851	$3,202.00	$78.00
ARDR DF3030 (50 Sheet)	$676.00	$16.00
FAC 38 Cabinet	$111.00	$3.00
Digital QC 120/15 Network Powerfilter-Surge Protector	$115.00	$3.00
Fax Option Type 3351	$578.00	$14.00
Equipment Total		$114.00
Service – (1,500 B/W images per month with overages @ $0.0095)		$18.15
	Grand Total	$132.15

48 Month Lease Option MP 2851- Grand Total - $132.15

(Please see attached TASB Pricing Sheet for further break downs of each machine and service)

Pricing Components Include: Equipment, Delivery, Installation, Operator Training, Maintenance, Toner, Staples and Service performed by IKON Customer Service Technicians (You will incur no additional charges for parts or labor)

****NOTE: All rates are Property Tax Inclusive and based off of the TASB BuyBoard Contract #: 299-08**
Complete Lease Forgiveness on current lease Contract # 429301-1008606A5

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Product Description	Vendor Part Number	MSRP	TLGC Selling Price	24 Mo	36 Mo	48 Mo	60 Mo
Ricoh Aficio MP2851SP							
BASE UNIT							
Ricoh Aficio MP2851SP	MP2851SP	$7,600	3,202	135	97	78	67
COPIER ACCESSORIES							
ARDF DF3030 (50 Sheet)	414143	$1,330	676	29	20	16	14
Platen Cover Type 3800C	412551	$95	52	2	2	1	1
1 Bin Tray BN3030	414127	$325	161	7	5	4	3
Finisher SR3050 (500 Sheet)	414130	$1,045	514	22	16	13	11
1,000 Sheet Finisher SR790	412730	$1,480	764	32	23	19	16
Booklet Finisher SR3000 1,000 Sheet Finisher	412851	$3,150	1,578	67	48	38	33
Bridge Unit BU3020	414125	$240	130	5	4	3	3
Punch Unit Kit PU3000	412855	$765	389	16	12	9	8
Internal Shift Tray SH3010	414140	$325	165	7	5	4	3
PS500 Large Capacity Tray	410958	$1,470	772	33	23	19	16
Paper Feed Unit Type PB 3030	413673	$1,313	641	27	19	16	13
FAC 38 Cabinet	414520	$207	111	5	3	3	2
Key Counter Bracket Type H	412552	$100	50	2	2	1	1
Optional Counter Interface Unit Type A	413012	$62	32	1	1	1	1
ESP Digital QC 120/15 Network - (Powerfilter)	D5133NT	$170	115	5	3	3	2
FAX OPTION ACCESSORIES							
Fax Option Type 3351	415285	$1,100	578	24	18	14	12
32MB Memory Unit Type B	001342MIU	$195	94	4	3	2	2
G3 Interface Unit Type 3350	414084	$680	348	15	11	8	7
Handset Type 1018	410781	$68	36	2	1	1	1
PRINT/SCAN OPTION							
PostScript 3 Unit Type 3350	414120	$570	290	12	9	7	6
IEEE802.11a/b/g Wireless Interface Type J	414008	$565	303	13	9	7	6
IEEE1284 Interface Board Type A	411699	$105	53	2	2	1	1
Bluetooth Interface Unit Type 3245	412866	$378	233	10	7	6	5
Gigabit Ethernet Board Type A	402547	$340	220	9	7	5	5
File Format Converter Type E	414007	$605	318	13	10	8	7
3L68-19 USB Keyboard MP2550/MP3350	100256FNG	$449	428	18	13	10	9
SECURITY OPTIONS							
Data Overwrite Security Unit Type I	413955	$420	210	9	6	5	4
HDD Encryption Unit Type A	414021	$390	207	9	6	5	4
				TOTAL FOR MP2851		**$114.00**	
SUPPLIES							
TONER TYPE 2120D/25335627	841337	$231					
STAPLES TYPE K 5000/CTG	410801	$44					
STAPLES TYPE K REFILL	410802	$78					
Staple Type S for SR3000 (Saddle Stitch) (Uses Type K Refill	412874	$50					
Marker Type 30	334049	$31					

TASB

IKON Office Solutions GTX IMP

CANON / RICOH DIGITAL BLACK&WHITE, COLOR AND PROFESSIONAL SERVICES

TERM	SEG 1	SEG 2	SEG 3	SEG 4a	SEG 4b	SEG 5a	SEG 5b	SEG 6
	Per Copy	Per Copy	Per Copy	Per Copy	Per Copy	Per Copy	Per Copy	Per Copy
12 MONTH	0.0149	0.011	0.0085	0.0066	0.0064	0.0058	0.0056	0.0051
36 MONTH RATE	0.0156	0.0115	0.0089	0.0068	0.0066	0.006	0.0058	0.0053
48 MONTH RATE	0.0163	0.0121	0.0093	0.0071	0.0068	0.0063	0.006	0.0055
60 MONTH RATE	0.0171	0.0127	0.0098	0.0075	0.0072	0.0066	0.0062	0.0057
OVERAGES	0.0145	0.0095	0.0086	0.0062	0.0060	0.0055	0.0054	0.0050
MONTHLY VOLUME	1,000-2,500	2,500-5,000	5,000-10,000	10,000-20,000	20,000-30,000	30,000-40,000	40,000-75,000	75,000 +
		B/W Service for MP 2851SP:	1,500 B/W images per month = 1,500 x $0.0121 = $18.15 (overages @ .0095)					

Price included Service Parts/Labor, Black Toner and Staples. Excluded Connectivity Support.

*** Required Minimum Volume**

TERM	C1100/IPC-1	CLC4/5100	MPC2000/2500 /3000	MPC3500/4500 /6000/7500	C2550/3080/3480	C4080/4580/5185	C5058U/5068U	CPP550/650/C7000/6000VP/6000
	Color*	Color*	B/W or Color**	B/W or Color**		B/W or Color**	B/W or Color**	Color*
12 MONTH	0.1200	0.0680	0.0750	0.0750	0.0660	0.0660	0.0830	0.0520
36 MONTH RATE	0.1250	0.0700	0.0770	0.0770	0.0679	0.0679	0.0850	0.0540
48 MONTH RATE	0.1313	0.0720	0.0790	0.0790	0.0712	0.0712	0.0870	0.0560
60 MONTH RATE	0.1378	0.0740	0.0810	0.0810	0.0748	0.0748	0.0890	0.0580
OVERAGES COLOR	0.1100	0.0660	0.0720	0.0720	0.0640	0.0640	0.0810	0.0500
BLACK/WHITE CPC	0.0200	0.0130	0.0110	0.0090	0.0110	0.0100	0.0120	0.0120
MONTHLY VOLUME COLOR	1,000-2,500	10,000 +	2,500 +	5,000 +	2,500 +	5,000 +	5,000 +	10,000 +
RIP Fees	$45/month	$50/month	$30/month	$30/month	$30/month	$30/month	$30/month	$50/month
No charge for Embedded RIPs								

Price included Service Parts/Labor, Toners and Staples . Excluded Connectivity Support.

*** Required Minimum COLOR Volume. ** Select ether Black/White or Color as minimum.**

SERVICE TOTALS 1,500 B/W images per month @ $0.0121 =	$18.15
TOTAL MONTHLY SERVICE FEE	$18.15
	Overages @ $0.0095

Managed Printer Fleet Pricing

All LaserJet Printe BuyBoard Pricing

B/W Printer .03/impression*

Color .25/impression*

* Only Laser Jets

*All Printers need to have Director of Service approval

IMAGE PLUS Management

STATE AND LOCAL GOVERNMENT
Product Schedule

IKON Document Efficiency At Work.
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Product Schedule Number: _____
State and Local Government Master Agreement Number: _____

This Image Management Plus Product Schedule ("Schedule") is made part of the State and Local Government Master Agreement ("Master Agreement") identified on this Schedule between IKON Office Solutions, Inc. ("we" or "us") and HIDALGO, COUNTY OF _____, as Customer ("Customer" or "you"). All terms and conditions of the Master Agreement are incorporated into this Schedule and made a part hereof. It is the intent of the parties that this Schedule be separately enforceable as a complete and independent agreement, independent of all other Schedules to the Master Agreement.

CUSTOMER INFORMATION

HIDALGO COUNTY - PARKS	SANTIAGO ZAVALA
Customer (Bill To) 28312 FM 88	Billing Contact Name 1902 JOE STEPHENS STE. 101
Product Location Address EDCOUCH HIDALGO TX 78538 (City / County / State / Zip)	Billing Address *(if different from location address)* WESLACO HIDALGO TX 78596 (City / County / State / Zip)

Billing Contact Telephone Number	Billing Contact Facsimile Number	Billing Contact E-Mail Address
956-282-6585	956-262-9840	NA@NA.COM

PRODUCT DESCRIPTION ("Product")

Qty	Product Description: Make & Model
1	RICOH MP 2851

Qty	Product Description: Make & Model

PAYMENT SCHEDULE

Minimum Term *(months)*	Minimum Payment *(Without Tax)*
48	$ 114.00

Minimum Payment Billing Frequency
- [x] Monthly
- [ ] Quarterly
- [ ] Other: _____

Advance Payment
- [ ] 1st Payment
- [ ] 1st & Last Payment
- [ ] Other: _____

Guaranteed Minimum Images*°	
Black/White	Color
1,500	N/A

Cost of Additional Images°	
Black/White	Color
$.0095	N/A

Meter Reading/Billing Frequency
- [ ] Monthly
- [x] Quarterly
- [ ] Other: _____

* Based upon Minimum Payment Billing Frequency
° Based upon standard 8 ½" x 11" paper size. Paper sizes greater than 8 ½" x 11" may count as more than one image.

Sales Tax Exempt: [x] YES (Attach Exemption Certificate) Customer Billing Reference Number (P.O. #, etc.) _____
Addendum(s) attached: [ ] YES (check if yes and indicate total number of pages: _____)

TERMS AND CONDITIONS

1. The first Payment will be due on the Effective Date.

2. You, the undersigned Customer, have applied to us to use the above-described items ("Product") for lawful commercial (non-consumer) purposes. **THIS IS AN UNCONDITIONAL, NON-CANCELABLE AGREEMENT FOR THE MINIMUM TERM INDICATED ABOVE.** If we accept this Schedule, you agree to use the above Product on all the terms hereof, including the Terms and Conditions on the

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Master Agreement. **THIS WILL ACKNOWLEDGE THAT YOU HAVE READ AND UNDERSTAND THIS SCHEDULE AND THE MASTER AGREEMENT AND HAVE RECEIVED A COPY OF THIS SCHEDULE AND THE MASTER AGREEMENT.**

3. Image Charges/Meters: In return for the Minimum Payment, you are entitled to use the number of Guaranteed Minimum Images as specified in the Payment Schedule of this Agreement. The Meter Reading/Billing Frequency is the period of time (monthly, quarterly, etc.) for which the number of images used will be reconciled. If you use more than the Guaranteed Minimum Images during the selected Meter Reading/Billing Frequency period, you will pay additional charges at the applicable Cost of Additional Images as specified in the Payment Schedule of this Schedule for images, black and white and/or color, which exceed the Guaranteed Minimum Images ("Additional Images"). The charge for Additional Images is calculated by multiplying the number of Additional Images times the applicable Cost of Additional Images. The Meter Reading/Billing Frequency may be different than the Minimum Payment Billing Frequency as specified in the Payment Schedule of this Schedule. You will provide us or our designee with the actual meter reading(s) by submitting meter reads electronically via an automated meter read program, or in any other reasonable manner requested by us or our designee from time to time. If such meter reading is not received within seven (7) days of either the end of the Meter Reading/Billing Frequency period or at our request, we may estimate the number of images used. Adjustments for estimated charges for Additional Images will be made upon receipt of actual meter reading(s). Notwithstanding any adjustment, you will never pay less than the Minimum Payment.

4. Additional Provisions (if any) are: _____

THE PERSON SIGNING THIS AGREEMENT ON BEHALF OF THE CUSTOMER REPRESENTS THAT HE/SHE HAS THE AUTHORITY TO DO SO.

By: X _____ Authorized Signer Signature	**Accepted by: IKON OFFICE SOLUTIONS, INC.**
Printed Name: _____	By: _____ Authorized Signer Signature
Title: _____ Date: _____	Printed Name: Mike Johnson
	Title: AVP Date: 2/16/11