

# Requisition

Req # 00190268

PO #

Date: 02/16/11

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: JEFF / RICK  
          956-968-8733

Contract No: TASB BUYBOARD 29

Special Instructions:  
S59

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		*****PRECINCT 1-SANITATION DEPARTMENT***** AS PER TASB BUYBOARD CATALOG 299-08 DO NOT DUPLICATE ORDER		
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE FOR A RICOH MP C2551 PRICING COMPONENTS INCLUDES: 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)	91.00	910.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE FAC 43 CABINET	3.00	30.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE USB 2.0 SD SLOT TYPE A	4.00	40.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE FAX OPTION TYPE C2550	12.00	120.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE DIGITAL QC 120/15 NETWORK POWERFILTER - SURGE PROTECTOR	2.00	20.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE SERVICE-(2,000 B&W IMAGES PER MONTH WITH OVERAGES @ \$0.009)	18.00	180.00
10.00	MONTH	CO NEW 48 MONTH COPIER (CAPITAL) LEASE SERVICE-(500 COLOR IMAGES PER MONTH WITH OVERAGES @ \$0.072)	36.00	360.00
		Account No	Encumbrance	
		1-1100-432-00-121-001-0-432	360.00	
		1-1100-432-00-121-001-0-780	1,300.00	
			Freight	.00
			Total	1,660.00
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233		

Authorized By: \_\_\_\_\_

# Proposal for Hidalgo County Pct. 1 - Sanitation



## PREPARED BY:

Aissa Garcia – Account Executive  
Mobile: (956) 607-6465  
Email: [aigarcia@ikon.com](mailto:aigarcia@ikon.com)

## PREPARED FOR:

*Hidalgo County Pct. 1 – Sanitation*

*Date Submitted: February 11, 2011*

190268



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



**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.

**Jorge Flores / Noe Montez**  
Hidalgo County Pct. 1 – Sanitation  
1902 Joe Stephens Ste. 101  
Weslaco, TX 78596



Dear Mr. Flores & Mr. Montez,

Thank you for taking the time to speak with me regarding your copier situation. Based on our conversation, I have put together a proposed solution that we believe will meet your goals of:

- New technology to increase efficiency and increase speed
- Reducing overall monthly costs in each department by migrating prints to a multifunctional product
- Complete lease forgiveness on current lease contract # **429301-1008606A6**

At IKON Office Solutions, Inc., a Ricoh company, we have built a solid reputation for providing the best solution for each of our customer's unique requirements. We are able to meet your specific needs by leveraging innovative technology backed by IKON's world class service and expertise.

Thank you for giving us the opportunity to present the following proposal. On behalf of your IKON team, we appreciate the time you have committed to considering our recommendations. We look forward to serving all of your document needs and increasing your document efficiency.

Sincerely,

Aissa Garcia  
Account Executive  
Office 956-687-9156  
Mobile 956-607-6465  
aigarcia@ikon.com



**Reservation of Rights**—In response to your invitation, we are pleased to submit this proposal for your consideration. We recognize your right to negotiate and approve the terms and conditions of any contract following award and respectfully reserve the right to do the same. 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 service levels and contemplates that both parties reserve the right to review and negotiate appropriate and mutually acceptable terms and conditions in the exercise of good faith. As is customary for transactions of this type, our proposal is based upon the information provided by you and the assumptions set forth in our response, and any changes to such 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.

## Ricoh MP C2551



The Ricoh MP C2551 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.

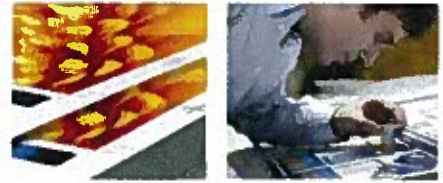
### ***Key Features of the Ricoh MP C2551***

- 25-PPM monochrome and color output speed,  
Low cost per page output
- 1,100-sheet paper capacity
- Optional 500-sheet finisher / stapler
- Cabinet stand
- Device is fax, print and scan enabled - providing both black & white and color scanning functionality
- Warm up time less than 45 seconds
- Data Overwrite Security System - DOSS
- First print speed 6.5 seconds monochrome/9.5 seconds color
- ESP Power Filter
- Energy Star® compliant



# Financial Considerations

## Investment Details: Ricoh MP C2551



### Current Situation:

Sanitation - Canon IR2016 – 2,500 copies

\$106.75 Monthly (48 mths)

### Financial Considerations for 48 Months

Equipment Breakdown	TASB Purchase Pricing	48 mo Pricing
1. Ricoh Aficio MP C2551	\$3,409.00	\$91.00
FAC43 Cabinet	\$122.00	\$3.00
USB 2.0 SD Slot Type A	\$148.00	\$4.00
Fax Option Type C2550	\$442.00	\$12.00
Digital QC 120/15 Network Powerfilter-Surge Protector	\$87.00	\$2.00
<b>Equipment Total</b>		<b>\$112.00</b>
Service – (500 color images per month with overages @ \$0.072)		\$36.00
Service – (2,000 B/W images per month with overages @ \$0.009 )		\$18.00
	<b>Grand Total</b>	<b>\$166.00</b>

### 48 Month Lease Option MP C2551- Grand Total - **\$166.00**

(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 # 429301-1008606A6

[www.ikon.com](http://www.ikon.com)



A RICOH COMPANY

**Proprietary and Confidential Statement**—The enclosed materials are proprietary to IKON Office Solutions, Inc., a Ricoh company ("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.

Product Description	Vendor Part Number	MSRP	TLGC Selling Price	24 Mo	36 Mo	48 Mo	60 Mo
<b>Ricoh Aficio MPC2050/MPC2550</b>							

**BASE UNIT**

Ricoh Aficio MPC2050	MPC2050	\$5,800	2,522	107	76	68	52
Ricoh Aficio MPC2550	MPC2550	\$7,500	3,409	144	103	91	70

**COPIER ACCESSORIES**

Paper Feed Unit PB3070 (1 x 500 Sheets)	414616	\$545	277	12	8	7	6
Paper Feed Unit Type PB 3030	413673	\$1,250	499	21	15	13	10
Caster Table Type B	414819	\$200	102	4	3	3	2
FAC43 Cabinet	415016	\$250	122	5	4	3	3
1 Bin Tray BN3060	414617	\$325	163	7	5	4	3
Side Tray Type C2550	414618	\$125	64	3	2	2	1
Internal Shift Tray SH3030	414619	\$325	163	7	5	4	3
Internal Finisher Type C2550	414620	\$1,200	610	26	18	16	13
Punch Unit PU3010NA	414621	\$850	432	18	13	12	9

**PRINT/SCAN OPTION**

PostScript 3 Unit Type C2550	414638	\$1,000	514	22	15	14	11
Bluetooth Interface Unit Type 3245	412866	\$360	224	9	7	6	5
IEEE1284 Interface Board Type A	411699	\$99	52	2	2	1	1
IEEE802.11a/b/g Wireless Type J	414008	\$540	288	12	9	8	6
<b>Gigabit Ethernet Board Type A</b>	402547	\$325	209	9	6	6	4
USB 2.0 SD Slot Type A	414678	\$290	148	6	4	4	3
Memory Unit Type I 512MB	414635	\$270	139	6	4	4	3
File Format Converter Type E	414007	\$575	306	13	9	8	6
Camera Direct Print Card Type D E	402996	\$39	26	1	1	1	1
VM Card Type I	414710	\$132	67	3	2	2	1

**Facsimile Accessories**

Fax Option Type C2550	414925	\$900	442	19	13	12	9
Handset Type 1018	410781	\$65	39	2	1	1	1
32MB Memory Type B	001342MIU	\$185	90	4	3	2	2

**Security & Misc. Accessories**

Copy Data Security Unit Type F	413985	\$675	365	15	11	10	7
HDD Encryption Unit Type A	414021	\$370	197	8	6	5	4
<b>Data Overwrite Security Unit Type I</b>	413955	\$400	200	8	6	5	4
Key Counter Bracket Type H	412552	\$95	41	2	1	1	1
Optional Counter Interface Unit Type A	413012	\$60	31	1	1	1	1
ESP Digital QC 120/15 Network - (Powerfilter)	D5133NT	\$170	87	4	3	2	2

**TOTAL FOR MPC2551 \$112.00**

**SUPPLIES**

Print Cartridge Black Type MP C2550/ C9025/LD525C	841280	\$48					
Print Cartridge Cyan Type MP C2550/ C9025/LD525C	841281	\$117					
Print Cartridge Magenta Type MP C2550/ C9025/LD525C	841282	\$117					
Print Cartridge Yellow Type MP C2550/ C9025/LD525C	841283	\$117					
Staple Type T	415009	\$40					
Staple Refill Type T	415010	\$44					
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
<b>OVERAGES</b>	0.0145	0.0095	0.0086	0.0062	0.0060	0.0055	0.0054	0.0050
<b>MONTHLY VOLUME</b>	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 +

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

\* Required Minimum Volume

TERM	C-1100/MP-1	CLC-4/5/100	MP-2000/2500/3000	MPC3500/4500/6000/7500	C2650/3000/3480	C4080/4580/5185	C5068U/6068U	CPP3500/6500/7000/8000
	Color*	Color*	B/W or 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
<b>OVERAGES COLOR</b>	0.1100	0.0660	0.0720	0.0720	0.0640	0.0640	0.0810	0.0500
<b>BLACK&amp;WHITE GPC</b>	0.0200	0.0130	0.0110	0.0090	0.0110	0.0100	0.0120	0.0120
		B/W Service for MP C2551:	2,000 B/W images per month = 2,000 x \$0.009 = \$18.00 (overages @ .009)		500 Color images per month = 500 x \$0.072 = \$36.00 (overages @ .072)			
<b>MONTHLY VOLUME COLOR</b>	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	\$50/month
No charge for Embedded RIPS							

SERVICE TOTALS 2,000 B/W images per month @ \$0.009 and 500 color images per month @ \$0.072 = \$54.00

**TOTAL MONTHLY SERVICE FEE \$54.00**

B/W Overages @ \$0.009 and Color Overages @ \$0.072

**Managed Printer Fleet Pricing**

All LaserJet Printer BuyBoard Pricing

B/W Printer .03/imp/pression\*

Color .25/imp/pression\*

\* Only Laser Jets

\*All Printers need to have Director of Service approval

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

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



STATE AND LOCAL GOVERNMENT  
**Product Schedule**



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**

<b>HIDALGO COUNTY - SANITATION</b>				<b>JEFF</b>			
Customer (Bill To) <b>HWY 1015 MILE 11 N</b>				Billing Contact Name <b>1902 JOE STEPHENS STE. 101</b>			
Product Location Address <b>WESLACO HIDALGO TX 78596</b>				Billing Address (if different from location address) <b>WESLACO HIDALGO TX 78596</b>			
City	County	State	Zip	City	County	State	Zip
Billing Contact Telephone Number <b>956-968-8733</b>	Billing Contact Facsimile Number <b>956-514-5328</b>		Billing Contact E-Mail Address <b>NA@NA.COM</b>				

**PRODUCT DESCRIPTION ("Product")**

Qty	Product Description: Make & Model
1	RICOH MP C2551

Qty	Product Description: Make & Model

**PAYMENT SCHEDULE**

<b>Minimum Term</b> (months) <b>48</b>	<b>Minimum Payment</b> (Without Tax) <b>\$ 132.15</b>	<b>Minimum Payment Billing Frequency</b> <input checked="" type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Other: _____	<b>Advance Payment</b> <input type="checkbox"/> 1 <sup>st</sup> Payment <input type="checkbox"/> 1 <sup>st</sup> & Last Payment <input type="checkbox"/> Other: _____
<b>Guaranteed Minimum Images**</b>		<b>Cost of Additional Images°</b>	
Black/White	Color	Black/White	Color
<b>2,000</b>	<b>500</b>	<b>.009</b>	<b>.072</b>
<b>Meter Reading/Billing Frequency</b>		<input type="checkbox"/> Monthly <input checked="" type="checkbox"/> Quarterly <input type="checkbox"/> Other: _____	

\* Based upon Minimum Payment Billing Frequency  
° Based upon standard 8 1/2" x 11" paper size. Paper sizes greater than 8 1/2" x 11" may count as more than one image.

Sales Tax Exempt:  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**

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