

Proposal for Document Copying & Printing Solutions



Hidalgo County
Urban Program



PREPARED BY:

Aissa Garcia – Account Executive

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Proposal Submitted: February 28, 2013

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February 28, 2013

Hidalgo County Urban Program
Ms. Diana Serna and Mr. Antonio Barco
3304 W Alberta
Edinburg, TX 78539



Dear Ms. Serna and Mr. Barco,

Thank you so much for taking the time to speak with me regarding your department's document and office equipment needs. I truly appreciated the time you took to discuss this situation. Based on our conversation, I have put together a proposed solution that we believe will meet your goals of:

- Highly efficient new technology and cost effective black & white output devices
- High quality copies, prints and productions with increased security & productivity
- An all-inclusive service package (service, toner & staples included to reduce supply costs)

At Ricoh, 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 Ricoh's world-class service and expertise.

Thank you for giving us the opportunity to present the following proposal. We look forward to serving all of your document needs and increasing your document efficiency.

Sincerely,

A handwritten signature in cursive script that reads "Aissa Garcia".

Aissa Garcia
Account Executive
(956) 607-6465

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.

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Proposed Option – Black & White

Ricoh MP 5002SP

The MP 5002SP is a Black/White multifunction product that offers print, copy, scan and fax capabilities in a compact design. The MP 5002SP combines economical, advanced scanning capabilities, flexible paper handling, and the latest security features, making it an ideal solution for any size organization.

Features

- 50-PPM monochrome output speed;
- 3,200-sheet paper capacity
2 – 550 sheet paper trays, 1 – 2,000 sheet large capacity tray and 100 Sheet Bypass
- 1,000 sheet finisher (staple/sorter)
- Fax, Print & Scan enabled, providing both black-and-white and color scanning functionality
- DOSS (Data Overwrite Security System)
- Warm-up time of less than 20 seconds and 4.5 seconds to first-print speed
- ESP power filter
- Energy Star® compliant



DIR Contract - Investment Details for 36 or 48 Months

Equipment Breakdown	DIR Purchase Pricing	36 Month Pricing	48 Month Pricing
1. Ricoh Aficio MP 5002SP	\$4,038.00	\$123.16	\$101.15
ESP XG-PCS-15D - Digital Network Powerfilter	\$150.00	\$4.58	\$3.76
Network Print/Scan Connection (Seg. 3)	\$250.00	\$7.63	\$6.26
LCIT PB3140	\$510.00	\$15.56	\$12.78
Bridge Unit BU3060	\$83.00	\$2.53	\$2.08
SR3090 1,000-Sheet Finisher	\$718.00	\$21.90	\$17.99
Fax Option Type 5002	\$543.00	\$16.56	\$13.60
Data Overwrite Security Unit Type I	\$202.00	\$6.16	\$5.06
Equipment Total Monthly Lease Payment		\$198.08	\$162.68
Service (40,000 B/W impressions per month with quarterly overages @ \$0.0064)		\$256.00	\$256.00
TOTAL MONTHLY PAYMENT FOR 1 MP5002SP:		<u>\$458.08</u>	<u>\$418.68</u>

(Please see attached DIR Pricing Sheet for further break down and verification of contracted pricing)

Pricing Components Include: Equipment, Delivery, Installation, Operator Training, Maintenance, Toner, Staples and Service performed by Ricoh 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 DIR Contract: DIR-SSD-1674

This quote is valid until: March 31, 2013

Proposed Option – Color

Ricoh MPC 4502SP

The MPC 4502SP is a color multifunction product that offers print, copy, scan and fax capabilities in a compact design. The MPC 4502SP combines economical, high-quality color, advanced scanning capabilities, flexible paper handling, and the latest security features, making it an ideal document management solution for any size organization

Features

- 45-PPM monochrome and color output speed; low cost-per-page output
- 2,300-sheet paper capacity
4 – 550 sheet paper trays and 100 Sheet Bypass
- 1,000 sheet finisher (staple/sorter)
- Fax, Print & Scan enabled, providing both black-and-white and color scanning functionality
- DOSS (Data Overwrite Security System)
- Warm-up time of 20 seconds;
7.2-second color/ 4.8-second monochrome first-print speed
- ESP power filter
- Energy Star® compliant



DIR Contract - Investment Details for 36 or 48 Months

Equipment Breakdown	DIR Purchase Pricing	36 Month Pricing	48 Month Pricing
1. Ricoh Aficio MPC 4502	\$3,847.00	\$117.33	\$96.37
ESP XG-PCS-15D - Digital Network Powerfilter	\$150.00	\$4.58	\$3.76
Network Print/Scan Connection (Seg. BC 4)	\$250.00	\$7.63	\$6.26
Paper Feed Unit PB3130 (2 x 550 Sheets)	\$462.00	\$14.09	\$11.57
Bridge Unit BU3060	\$83.00	\$2.53	\$2.08
SR3090 1,000-Sheet Finisher	\$718.00	\$21.90	\$17.99
Data Overwrite Security Unit Type H	\$197.00	\$6.01	\$4.93
Fax Option Type C5502	\$348.00	\$10.61	\$8.72
Equipment Total Monthly Lease Payment		\$184.68	\$151.68
Service (10,000 B/W impressions & 4,100 color impressions per month with quarterly overages) Overages Billed Quarterly: B/W @ 0.0069 & Ctr @ \$0.0428		\$244.48	\$244.48
TOTAL MONTHLY PAYMENT FOR 1 MPC4502:		<u>\$429.16</u>	<u>\$396.16</u>

(Please see attached DIR Pricing Sheet for further break down and verification of contracted pricing)

Pricing Components Include: Equipment, Delivery, Installation, Operator Training, Maintenance, Toner, Staples and Service performed by Ricoh 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 DIR Contract: DIR-SSD-1674

This quote is valid until: March 31, 2013

www.ricoh-usa.com



Please direct any questions on this proposal to:

Aissa Garcia – Account Executive

Mobile: (956) 607-6465

Fax: (956) 687-2012

Email: Aissa.Garcia@ricoh-usa.com

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Delivers state-of-the-art multifunction capabilities in an eco-minded, compact, and user-friendly solution. The faster 5002 series shares all capabilities, options, and supplies with the 4002 series but is meant for slightly larger and busier environments.

Ricoh MP 4002 | Savin MP 4002 | Lanier MP 4002
Ricoh MP 4002SP | Savin MP 4002SP | Lanier MP 4002SP
Ricoh MP 5002 | Savin MP 5002 | Lanier MP 5002
Ricoh MP 5002SP | Savin MP 5002SP | Lanier MP 5002SP

40-50 PPM

Web browsing and printing from the control panel
 Standard Print From/Scan To USB drives and SD cards
 Standard HDD overwrite and encryption to protect files and user data

SP versions offer full color scanning/image capture capabilities

Dimensions: 26.4" x 26.8" x 35.2" (Mainframe + ARDF)

Max Paper Supply: 4,400-sheet

Power Requirements: 120-127V, 60Hz, 12 Amps



Maintenance

Ricoh All-Inclusive CPC
 Service Plan
 Monthly & Annual Plans
 Exclude Supplies

\$0.0069
 \$0.0069
 \$0.0064
 \$0.0064

Products & Accessories

Ricoh / Savin / Lanier Equipment and Options Prices Per Unit	Ricoh Reorder Number	Oct-12 Suggested Retail Price	Contract Equipment Purchase Price	FMV Lease 24 Monthly Payments	FMV Lease 36 Monthly Payments	FMV Lease 48 Monthly Payments	FMV Lease 60 Monthly Payments
Ricoh MP 4002**/Savin MP 4002**/Lanier MP 4	415955	\$9,500	\$3,210	\$139.96	\$97.91	\$80.41	\$70.68
Ricoh MP 4002SP**/Savin MP 4002SP**/Lanier	415956	\$11,000	\$3,784	\$184.98	\$115.41	\$94.79	\$83.32
Ricoh MP 5002**/Savin MP 5002**/Lanier MP 5	415957	\$12,500	\$3,897	\$181.19	\$112.76	\$92.61	\$81.41
Ricoh MP 5002SP**/Savin MP 5002SP**/Lanier	415958	\$13,500	\$4,038	\$176.06	\$123.16	\$101.16	\$88.92
ESP XG-PCS-150	00642804U	280	150	6.54	4.58	3.78	3.30
Network Print/Scan Connection (Seg. 3)	PS-NWSC3	350	250	10.90	7.63	6.26	5.51
Network Print/Scan Connection (Seg. 4)	PS-NWSC4	425	250	10.90	7.63	6.26	5.51
Paper Feed Unit PB3130 (2 x 550 Sheets)	415792	1,650	462	20.14	14.09	11.57	10.17
LCIT RT3020	415984	1,910	595	22.02	15.40	12.65	11.12
Side Tray Type C5502**	415985	640	525	22.89	16.01	13.15	11.56
LCIT PB3140**	415795	1,960	510	22.24	15.56	12.78	11.23
SR3090 1,000-Sheet Finisher**	415804	1,930	718	31.30	21.90	17.99	15.81
Booklet Finisher SR3110**	416007	5,110	1,587	69.19	48.40	39.75	34.55
Finisher SR3120**	416008	3,550	1,194	52.06	36.42	29.91	26.29
Bridge Unit BU3060**	415988	220	83	3.62	2.53	2.08	1.83
Punch Unit PU3030 IIA	416325	960	226	9.85	6.89	5.66	4.58
FAC56 Cabinet	416407	260	109	4.75	3.32	2.73	2.40
1 Bin Tray BU13100**	415986	560	220	9.59	6.71	5.51	4.84
Key Counter Bracket Type H	412552	105	51	2.22	1.56	1.28	1.12
Optional Counter Interface Unit Type A	413012	65	29	1.26	0.88	0.73	0.64
Internal Shift Tray SH3060**	415987	450	162	7.06	4.94	4.06	3.57
Fax Options:							
Fax Option Type 5002**	416156	1,450	543	23.67	16.56	13.60	11.96
G3 Interface Unit Type 5002	416161	890	351	15.30	10.71	8.79	7.73
22MB Memory 400op/SAF	001342MIU	205	37	1.61	1.13	0.93	0.81
Fax Connection Unit Type A	416207	290	110	4.80	3.36	2.76	2.42
Handset Type C5502**	416324	100	34	1.48	1.04	0.85	0.75

State of Texas - DIR

Contract #: DIR-SDD-1674

June 9, 2012 - June 9, 2015

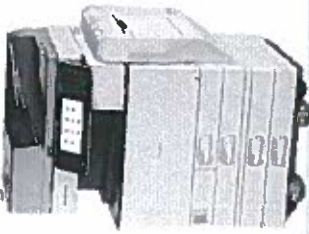
Products & Accessories (continued)

Ricoh / Savin / Lanier Equipment and Options Prices Per Unit	Ricoh Reorder Number	Oct-12 Suggested Retail Price	Contract Equipment Purchase Price	FMV Lease 24 Monthly Payments	FMV Lease 36 Monthly Payments	FMV Lease 48 Monthly Payments	FMV Lease 60 Monthly Payments
Print / Scan Options:							
Printer/Scanner Unit Type 5002	416140	1,650	571	24.90	17.42	14.30	12.57
PostScript3 Unit Type 5002	416149	1,180	260	11.34	7.93	6.51	5.73
IPDS Unit Type 5002	416152	1,050	668	29.12	20.37	16.73	14.71
IEEE802.11a/g Wireless Type J	414008	593	302	13.17	9.21	7.57	6.65
Bluetooth Interface Unit Type D	415818	630	224	9.77	6.83	5.61	4.93
Gigabit Ethernet Board Type A	402547	357	300	13.08	9.15	7.52	6.61
IEEE 1284 Interface Type A	411699	110	47	2.05	1.43	1.18	1.03
File Format Converter Type E	414007	635	203	8.85	6.19	5.09	4.47
VLM Card Type U	416163	190	71	3.10	2.17	1.78	1.56
SD card for NetWare Printing Type K	416210	200	75	3.27	2.29	1.88	1.65
Additional Options:							
Data Overwrite Security Unit Type I	416372	530	202	8.81	6.16	5.06	4.45
Copy Data Security Unit Type G	416391	960	220	9.59	6.71	5.51	4.84
Platen Cover Type 3352**	415809	140	53	2.31	1.62	1.33	1.17
ADF Handle Type C	416213	200	76	3.31	2.32	1.90	1.67
Card Reader Bracket Type 3352	415814	160	60	2.62	1.83	1.50	1.32
Browser Unit Type I	416204	170	63	2.75	1.92	1.58	1.39
Hard Disk Drive Option Type 5002	416155	490	190	8.28	5.80	4.76	4.18
HotSpot MFP Type F	416602	899	432	18.84	13.18	10.82	9.51
HotSpot MFP Type I	416608	899	432	18.84	13.18	10.82	9.51

Supplies

Ricoh Description (Prices Per Unit)	Carton Packaging (Ricoh)	Carton	Numbers	Per Ctn
Ricoh MP 4002/5002 Series**	Toner MP 4500/6045e/LD345, 4 - Bottles/Ctn	120,000	841346	\$207
SR790/3020/3030	Staple Type K: 1 Cartridge of 5,000	5,000	410801	\$27
SR790/3020/3030	Staple K Refill: 3 Cartridges of 5,000	15,000	410802	\$47
SR3020 (Saddle Stitch)	Staple Type L: 1 Cartridge of 2,000	2,000	411240	\$19
SR3020 (Saddle Stitch)	Staple L Refill: 4 Cartridges of 2,000	8,000	411241	\$32
	Marker Type 30: Box of 4 Markers	12,000	334049	\$21

Yield based on recommended average monthly print volume: 8-1/2" x 11" paper and 6% coverage



"A" versions come with the 100-sheet Single Pass Duplexing Feeder (SPDF) to capture images from both sides of a two-sided original in a single pass, achieving scanning speeds up to 116-ipm for both full-color and monochrome originals.

Ricoh MP C4502
Ricoh MP C4502A**
Ricoh MP C5502**
Ricoh MP C5502A**

Copy, Print, Fax, Scan
45-55 PPM, full color and black & white
High performance Booklet Finishers available
Oil-less toners to minimize streaking
Dimensions: 26.4" x 26.9" x 35.3" (standard)
26.4" x 26.9" x 36.7" ("A" version)
Standard Paper Supply: 2 x 550-sheets + 100-sheet bypass tray
Max Paper Supply: 4,000 sheets

Maintenance

Ricoh All-Inclusive CPC Service Plan
Monthly & Annual Plans
Exclude Supplies

\$0.0069 b&w / \$0.0428 Color
\$0.0069 b&w / \$0.0428 Color
\$0.007 b&w / \$0.0431 Color
\$0.007 b&w / \$0.0431 Color

Products & Accessories

Ricoh / Savin / Lanier Equipment and Options Prices Per Unit	Ricoh Reorder Number	Oct-12 Suggested Retail Price	Contract Equipment Purchase Price	FMV Lease Payments 24 Monthly	FMV Lease Payments 36 Monthly	FMV Lease Payments 48 Monthly	FMV Lease Payments 60 Monthly
Ricoh MP C4502**/Savin MP C4502**/Lanier M	41607Z	\$16,200	\$3,847	\$167.73	\$117.33	\$96.37	\$84.71
Ricoh MP C4502A**/Savin MP C4502A**/Lanier	41607S	\$16,900	\$6,819	\$287.31	\$207.88	\$170.82	\$160.15
Ricoh MP C5502**/Savin MP C5502**/Lanier	41607E	\$20,020	\$5,765	\$251.35	\$175.83	\$144.41	\$126.95
Ricoh MP C5502A**/Savin MP C5502A**/Lanier	41607T	\$20,670	\$8,333	\$363.32	\$254.16	\$208.74	\$183.49
ESP XG-PCS-15D	006428MU	280	150	6.54	4.58	3.76	3.30
Network & Scan Connect - Seg BC4	PS-NWSCBC4	425	250	10.90	7.63	6.26	5.51
Paper Feed Unit PB3130 (2 x 550 Sheets)	415793	1,650	462	20.14	14.09	11.57	10.17
LCF PB3140**	415795	1,960	510	22.24	15.56	12.78	11.23
LCF RT3020	415984	1,910	505	22.02	15.40	12.65	11.12
FA052 Cabinet	416337	250	101	4.40	3.08	2.53	2.22
Internal Shift Tray SH3060**	415987	450	162	7.06	4.94	4.06	3.57
Side Tray Type C5502**	415989	640	525	22.89	16.01	13.15	11.56
Bridge Unit BU3060**	415988	220	83	3.62	2.53	2.08	1.83
SR3090 1,000-Sheet Finisher**	415804	1,930	718	31.30	21.90	17.99	15.81
Booklet Finisher SR3110**	416007	5,110	1,587	69.19	48.40	39.75	34.95
Finisher SR3120**	416008	3,550	1,194	52.06	36.42	29.91	26.29
Punch Unit PU3030 IA	416325	980	226	9.85	6.89	5.66	4.98
1 Bin Tray BR3100**	415986	580	220	9.59	6.71	5.51	4.84
Data Overwrite Security Unit Type H	416373	530	197	8.59	6.01	4.93	4.34
Envelope Feeder EF3020**	416272	270	100	4.36	3.05	2.51	2.20
Key Counter Bracket Type H	412552	105	51	2.22	1.56	1.28	1.12
Optional Counter Interface Unit Type A	413012	65	29	1.26	0.88	0.73	0.64
Platen Cover Type 3352**	415809	140	53	2.31	1.62	1.33	1.17
Card Reader Bracket Type 3352	415814	160	60	2.62	1.83	1.50	1.32
Scanner Accessibility Option Type C5502	416009	2,110	851	37.10	25.96	21.32	18.74
ADF Handle Type C	416213	200	76	3.31	2.32	1.90	1.67
Copy Data Security Unit Type G	416391	960	220	9.59	6.71	5.51	4.84

State of Texas - DIR

Contract #: DIR-SDD-1674

June 9, 2012 - June 9, 2015

Products & Accessories (continued)

Ricoh / Savin / Lanier Equipment and Options Prices Per Unit	Ricoh Reorder Number	Oct-12 Suggested Retail Price	Contract Equipment Purchase Price	FRMV Lease 24 Monthly Payments	FRMV Lease 36 Monthly Payments	FRMV Lease 48 Monthly Payments	FRMV Lease 60 Monthly Payments
Fax Options:							
Fax Option Type C5502**	415991	1,500	348	15.17	10.61	8.72	7.66
Fax Connection Unit Type B	416022	290	110	4.80	3.26	2.76	2.42
G3 Interface Unit Type C5502	415996	910	363	15.83	11.07	9.09	7.99
Handset Type C5502**	416324	100	34	1.48	1.04	0.85	0.75
32MB Memory 400ppr/SAF	0013-2MIU	205	37	1.61	1.13	0.93	0.81
Print / Scan Options:							
IEEE802.11a/g Wireless Type J	414008	593	302	13.17	9.21	7.57	6.65
IEEE 1284 Interface Type A	411699	110	47	2.05	1.43	1.18	1.03
Gigabit Ethernet Type B	414204	483	246	10.73	7.50	6.16	5.42
Camera Direct Print Card Type J	416006	270	24	1.05	0.73	0.60	0.53
Bluetooth Interface Unit Type D	415818	630	224	9.77	6.83	5.61	4.93
Postscript3 Unit Type C5502	415998	630	426	18.57	12.99	10.67	9.38
File Format Converter Type E	414007	635	203	8.85	6.19	5.09	4.47
SD card for NetWare printing Type H	416001	200	75	3.27	2.29	1.88	1.65
Browser Unit Type F	416002	170	63	2.75	1.92	1.58	1.39
PDS Unit Type C5502	416003	1,039	651	28.38	19.86	16.31	14.24
Additional Options:							
Fairy E-5300 Print Controller	416025	5,000	2,452	106.91	74.79	61.42	53.99
EFI Sequence Impose	404336	2,500	1,511	65.88	46.09	37.85	33.27
Sequence Compose	404337	1,100	748	32.61	22.81	18.74	16.47
EFI Hot Folders	413315	1,260	476	20.75	14.52	11.92	10.48
Spot-On	413317	1,200	476	20.75	14.52	11.92	10.48
Auto Trapping	413316	1,200	476	20.75	14.52	11.92	10.48
Color Profiler v3 w/ES1000 UV limited a	005957MIU	3,000	1,791	78.09	54.63	44.86	39.44
CPS v2 to v3 Upgrade limited availabilty	005659MIU	499	299	13.04	9.12	7.49	6.58
Color Profiler v3 SW Only limited availab	005700MIU	1,900	1,136	49.53	34.65	28.46	25.01
110 Table for ES1000	005776MIU	2,295	1,632	71.16	49.78	40.88	35.94
HotSpot MFP Type F	416502	659	432	18.64	13.18	10.82	9.51
HotSpot MFP Type I	416508	899	432	18.64	13.18	10.82	9.51
1 Year HotSpot Service Subscription Ext	066175MIU	595	298	12.99	9.09	7.46	6.56
2 Year Subscription Service Extension	063357MIU	950	555	24.20	16.93	13.90	12.22
3 Year HotSpot Service Subscription Ext	004813MIU	1,350	850	37.06	25.93	21.29	18.72
4 Year HotSpot Service Subscription Ext	004814MIU	1,700	1,107	48.27	33.76	27.73	24.38

Supplies

Ricoh Description (Prices Per Unit)	Carton Packaging (Ricoh)	Numbers	Per Ctn
Ricoh MP C4502 / C5502**	Print Cartridge Black MP C5502, 1 - 560 g. Bottle	31 000	\$69
	Print Cartridge Yellow MP C5502, 1 - 450 g. Bottle	22 500	\$151
	Print Cartridge Magenta MP C5502, 1 - 450 g. Bottle	22 500	\$151
	Print Cartridge Cyan MP C5502, 1 - 450 g. Bottle	22 500	\$151
SR3090/SR3110/SR3120	Staple Type K, 1 Cartridge of 5 000	5 000	\$27
SR3110 (Saddle Stitch)	Staple K Refill, 3 Cartridges of 5 000	15 000	\$47
SR3020 (Saddle Stitch)	Staple Type L, 1 Cartridge of 2 000	2 000	\$19
	Staple L Refill, 4 Cartridges of 2 000	8 000	\$32
	Stamp (Markers) Type 30	12 000	\$21
	Stamp (Markers) Type 30	334049	\$21

Yield based on recommended average monthly print volume 8-1/2" x 11" paper and 5% coverage

State of Texas - DIR
Contract #: DIR-SDD-1674
June 9, 2012 - June 9, 2015