

**AI-51716**

**Texas Agri-Life Extension Serv.**

**CC CONSENT**

Meeting Date: 10/27/2015

Submitted For: Marty Salazar, PURCHASING DEPT.

Submitted By: Tanya Delira, PURCHASING DEPT.

Department: PURCHASING DEPT.

Information

CAPTION

**Agrilife Extension Service:**

Requesting authority to enter into a 36-month new (capital) lease copier for a WC7835PT through our membership/participation with (DIR) Department of Information Resources awarded vendor, Xerox Corporation DIR-TSO-3043 through Requisition #284199 in the amount of \$162.01/month-equipment, B/W impressions @ \$172.01/month effective upon approval.

BACKGROUND

Fiscal Impact

FISCAL YEAR: 2015

ACCT. #: 5-1100-461-00-380-001-0-610

FUNDS AVAILABLE Y/N?: y

MATCHING FUNDS Y/N?:

BUDGETARY IMPACT:

FISCAL YEAR: 2015-

ACCT. #: 5-1100-461-00-380-001-0-780

FUNDS AVAILABLE Y/N?: y

MATCHING FUNDS Y/N?:

BUDGETARY IMPACT:

Attachments

Xerox

**Form Review**

**Inbox**

**Reviewed By**

**Date**

(Originator)

Tanya Delira

10/08/2015 09:01 AM

Form Started By: Tanya Delira

Started On: 10/08/2015 09:01 AM

# Requisition

Req # 00284199

PO #

Date: 09/15/15

Bill To:   x  
              x

Vendor : 42129  
XEROX CORPORATION  
P.O. BOX 731892  
DALLAS TX 75373-1892

Ship To: TEXAS A & M AGRILIFE EXTENSION SERVIC  
410 N. 13TH AVE  
EDINBURG TX 78541

Contact: Nora L. Cruz  
956-383-1026

Contract No:

Special Instructions:

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		Approved by C/C on _____ through Agenda Item # _____		
		DO NOT DUPLICATE ORDER		
2.00	MONTH	CO BASE MONTHLY FOR COPIER RENTAL FOR THE MONTHS OF NOVEMBER, 2015 AND DECEMBER, 2015.	144.33	288.66
		XEROX WORKCENTRE 7835PT PRINTER WITH Hi cap TANDEM TRAY (520 SHEET 200 SHEET A4/LETTER), 520 SHEET TRAY, 100 SHEET BYPASS, 1X250 OCT, DADF, IEP, DATA SECURITY, JOB BASED ACCOUNTING, POST SCRIPT, FULL NETWORK SCAN, SERVER FAX, iFAX, STD OUTPUT TRAY, INIT KIT.		
		36 MONTH LEASE OPTION:		
		MAINTENANCE INCLUDING ALL SUPPLIES FOR 75,000 B&W PRINTS OVERAGE @ \$0.0056 B&W / \$0.0506 COLOR PRINTS INCLUDING STAPLES EXCEPT PAPER		
		COMMODITY CODE-98523		
2.00	MONTH	CO WIRELESS PRINT KIT COMMODITY CODE-98523	1.98	3.96
2.00	MONTH	CO INTEGRATED FINISHER COMMODITY CODE-98523	15.70	31.40
1.00				.00
1.00	EACH	CO OVERAGES @ 0.0056 B&W AND 0.0506 FOR COLOR PRINTS INCLUDE STAPLES, EXCEPT PAPER	20.00	20.00
		TRADE IN SERIAL # XEH 797073		
		Account No _____		
		5-1100-461-00-380-001-0-610	20.00	
		5-1100-461-00-380-001-0-780	324.02	
			Freight	

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

# Requisition

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x

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P.O. BOX 731892  
DALLAS TX 75373-1892

Ship To: TEXAS A & M AGRILIFE EXTENSION SERVICE  
410 N. 13TH AVE  
EDINBURG TX 78541

Contact:

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233	Total	.00
				344.02

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

# DIR CONTRACT # DIR-TSO-3043



XEROX WorkCentre 7835 Printer with Hi cap Tandem Tray, (520 sheet 2000 sheet A4/Letter), 520 sheet Tray, 100 sheet bypass, 1x250 OCT, DADF, IEP, Data Security, Job based Accounting, Post Script, Full Network Scan, Server fax, iFax, Std Output Tray, init Kit.

## 36 Month Lease Option

	MSRP	DIR Customer Discount %	Customer Purchase Price	Monthly Price
<b>BASE</b>	\$18,158.00	\$ 73.80%	\$ 4,757.00	\$ 144.33
<b>Wireless Print Kit</b>	\$ 99.00	\$ 39.39%	\$ 60.00	\$ 1.98
<b>Integrated Finisher</b>	\$ 999.00	\$ 52.35%	\$ 476.00	\$ 15.70
Maintenance Including all Supplies for 75,000 B&W Prints Ovg. @ 0.0056 B&W \$0.0506 CLR Prints including staples, except paper				\$ 10.00
<b>TOTAL MONTHLY PRICE</b>				<b>\$ 172.01</b>

Trade in serial # XEH 797073





## Xerox Corporation

**Vendor ID**

1604680204

**URL**
**Vendor Website**
<http://www.portal.xerox.com/texasdir3043>
**HUB Type**

Non HUB

E-Rate Qualified

**DIR Contract Number**

DIR-TSO-3043

**Contract Term End Date**

6/16/2016

**Contract Exp Date**

6/16/2019

**Contact Xerox Corporation**
**Contact**
[Lisa Sowell](mailto:lisa.sowell@xerox.com)
[\(mailto:lisa.sowell@xerox.com\)](mailto:lisa.sowell@xerox.com)
**Phone**

(512) 343-5776

**Fax**

(512) 343-5705

**Contact DIR**
**Contact**
[Airy Luangaphay](mailto:airy.luangaphay@dir.texas.gov)
[\(mailto:airy.luangaphay@dir.texas.gov\)](mailto:airy.luangaphay@dir.texas.gov)
**Phone**

(512) 463-3018

**Fax**

(512) 475-4759

## Contract Overview

Xerox offers Xerox branded hardware and related services for printers, scanners, Copier, and document management. Additional products and services include: Purchase, lease, rental and Manage Print Services. Customers can purchase directly through this DIR contract. Contracts may be used by state and local government, public education, other public entities in Texas, as well as public entities outside the state. Resellers are available for this contract.

## Contract Documents

- [DIR-TSO-3043 Contract PDF \(162.19KB\)](#)  
<http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3043 Contract.pdf>
- [DIR-TSO-3043 Appendix A Standard Terms and Conditions PDF \(496.98KB\)](#)  
<http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3043 Appendix A Standard Terms and Conditions.pdf>
- [DIR-TSO-3043 Appendix B HUB Subcontracting Plan PDF \(767.23KB\)](#)  
<http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3043 Appendix B HUB Subcontracting Plan.pdf>

**APPENDIX C PRICING INDEX  
DIR-TSO-3043  
XEROX CORPORATION**

Xerox WorkCentre 7835 Printer with Hi Cap Tandem Tray, (520 sheet, 2000 sheet A4/Letter), 520 sheet Tray, 100 Sheet Bypass, 1x250 OCT, DADF, EIP, Data Security, Job Based Accounting, PostScript, Full Network Scan, Server Fax, iFax, Std Output Tray, Init Kit	W7835PT	35	\$18,158.00	73.80%	\$4,757.00	\$183.20
						Includes 75,000 black prints. Excess black @ \$.0056; all color @ \$.0506
<b>Equipment Monthly Lease Payment</b>	<b>24 Mo</b>	<b>36 Mo</b>	<b>48 Mo</b>	<b>60 Mo</b>	Lease prices require additional Base Maintenance listed below	
	No Bid	\$144.33	\$113.20	\$94.62		
<b>Annual Maintenance Including all Supplies for Purchase &amp; Leased Device</b>	<b>Monthly Base Maintenance \$</b>	<b>Copy Allowance (Number of Copies Included)</b>	<b>Overage Rate (4 decimals)</b>	<b>CPC for Monthly Base Maintenance (4 decimals)</b>	Pooling not available for rental unless thru MPS or bulk buy	
Year 1	\$ 10.00	75,000 B&W 0 Color	0.0056 B&W 0.0506 color	N/A		
Year 2	\$ 10.00	75,000 B&W 0 Color	0.0056 B&W 0.0506 color	N/A		
Year 3	\$ 10.00	75,000 B&W 0 Color	0.0056 B&W 0.0506 color	N/A		
Year 4	\$ 10.00	75,000 B&W 0 Color	0.0056 B&W 0.0506 color	N/A		
Year 5	\$ 10.00	75,000 B&W 0 Color	0.0056 B&W 0.0506 color	N/A		
<b>Volume Band C2</b>						
<b>Manufacturer, Model, Features, Description</b>	<b>Part Number</b>	<b>No. of Avg. Pages Per Minute (PPM)</b>	<b>MSRP</b>	<b>DIR Customer Discount % from MSRP</b>	<b>Customer Purchase Price EACH/Unit (MSRP-Discount)</b>	<b>Monthly Rental (Includes Maint &amp; Supplies)</b>
Xerox WorkCentre 7845 Printer with Hi Cap Tandem Tray (520 Sheet, 2000 Sheet A4/Letter), 520 Sheet Tray, 100 Sheet Bypass, 1x250 OCT, 130 Sheet DADF, EIP, Data Security, Job Based Accounting, PostScript, Full Network Scan, Server Fax, iFax, Std Output, Init Kit	W7845PT	45	\$21,864.00	75.72%	\$5,309.00	\$203.07
						Includes 75,000 black prints. Excess black @ \$.0051; all color @ \$.0456
<b>Equipment Monthly Lease Payment</b>	<b>24 Mo</b>	<b>36 Mo</b>	<b>48 Mo</b>	<b>60 Mo</b>		

**APPENDIX C PRICING INDEX  
DIR-TSO-3043  
XEROX CORPORATION**

Wireless Print Kit		WIRELESS	\$99.00	39.39%	\$60.00	\$2.38
Wireless Print Kit	36 mo	WIRELESS				\$1.98
Wireless Print Kit	48 mo	WIRELESS				\$1.55
Wireless Print Kit	60 mo	WIRELESS				\$1.30
<b>For Xerox 5945: (lease rates valid only at time of initial order - custom quote required after equipment installs)</b>						
Office Finisher with Bookletmaker (for 5945APT only)		OFCFIN-BM	\$4,500.00	64.00%	\$1,620.00	\$64.14
Office Finisher with Bookletmaker (for 5945APT only)	36 mo	OFCFIN-BM				\$53.45
Office Finisher with Bookletmaker (for 5945APT only)	48 mo	OFCFIN-BM				\$41.92
Office Finisher with Bookletmaker (for 5945APT only)	60 mo	OFCFIN-BM				\$35.05
Single Line Fax Kit		LINE1FAX	\$1,095.00	65.02%	\$383.00	\$15.16
Dual Line Fax Kit	36 mo	LINE1FAX				\$12.63
Dual Line Fax Kit	48 mo	LINE1FAX				\$9.91
Dual Line Fax Kit	60 mo	LINE1FAX				\$8.29
Dual Line Fax Kit		LINE2FAX	\$1,399.00	36.03%	\$895.00	\$35.43
Dual Line Fax Kit - 36 mo	36 mo	LINE2FAX				\$29.52
Dual Line Fax Kit - 48 mo	48 mo	LINE2FAX				\$23.16
Dual Line Fax Kit - 60 mo	60 mo	LINE2FAX				\$19.36
2 Hole Punch Kit		2HPLGL	\$795.00	85.53%	\$115.00	\$4.55
2 Hole Punch Kit - 36 mo	36 mo	2HPLGL				\$3.80
2 Hole Punch Kit - 48 mo	48 mo	2HPLGL				\$2.97
2 Hole Punch Kit - 60 mo	60 mo	2HPLGL				\$2.49
3-Hole Punch		3HOLEPCH	\$795.00	85.53%	\$115.00	\$4.55
3-Hole Punch - 36 mo	36 mo	3HOLEPCH				\$3.80
3-Hole Punch - 48 mo	48 mo	3HOLEPCH				\$2.97
3-Hole Punch - 60 mo	60 mo	3HOLEPCH				\$2.49

**APPENDIX C PRICING INDEX  
DIR-TSO-3043  
XEROX CORPORATION**

USB HUB Kit	60 mo	USBHUB				\$2.33	
<u>For Xerox 7220: (lease rates valid only at time of initial order - custom quote required after equipment installs)</u>							
Integrated Office Finisher		INTGDFN	\$999.00	52.35%	\$476.00		\$18.84
Integrated Office Finisher	36 mo	INTGDFN				\$15.70	
Integrated Office Finisher	48 mo	INTGDFN				\$12.31	
Integrated Office Finisher	60 mo	INTGDFN				\$10.29	
Office Finisher		OFCFNLX	\$1,999.00	68.78%	\$624.00		\$24.70
Office Finisher	36 mo	OFCFNLX				\$20.58	
Office Finisher	48 mo	OFCFNLX				\$16.15	
Office Finisher	60 mo	OFCFNLX				\$13.50	
Single Line Fax Kit		LINE1FAX	\$1,095.00	65.02%	\$383.00		\$15.16
Single Line Fax Kit	36 mo	LINE1FAX				\$12.63	
Single Line Fax Kit	48 mo	LINE1FAX				\$9.91	
Single Line Fax Kit	60 mo	LINE1FAX				\$8.29	
Dual Line Fax Kit		LINE2FAX	\$1,399.00	36.03%	\$895.00		\$35.43
Dual Line Fax Kit	36 mo	LINE2FAX				\$29.52	
Dual Line Fax Kit	48 mo	LINE2FAX				\$23.16	
Dual Line Fax Kit	60 mo	LINE2FAX				\$19.36	
Scan to PC Desktop 5 Seat Licenses		SCN2SE-5	\$349.00	10.03%	\$314.00		\$12.43
Scan to PC Desktop 5 Seat Licenses	36 mo	SCN2SE-5				\$10.36	
Scan to PC Desktop 5 Seat Licenses	48 mo	SCN2SE-5				\$8.12	
Scan to PC Desktop 5 Seat Licenses	60 mo	SCN2SE-5				\$6.79	
Scan to PC Desktop PRO 5 Seats		SCNPRO5	\$1,189.00	25.23%	\$889.00		\$35.19
Scan to PC Desktop PRO 5 Seats	36 mo	SCNPRO5				\$29.33	
Scan to PC Desktop PRO 5 Seats	48 mo	SCNPRO5				\$23.00	
Scan to PC Desktop PRO 5 Seats	60 mo	SCNPRO5				\$19.24	

## ▼ Financial Calculators

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- > Loan Calculator
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## Lease Calculator

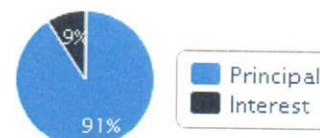
**Fix Rate** **Fix Payment**

Product/Property Value \$ 5293.00  
Residual Value \$ 0  
Lease Term 3 years  
0 months  
Monthly Payment \$ 162.01

**Calculate**

## Result

**Interest/Return Rate** **6.410%**  
Total of 36 Monthly Payments \$5,832.36  
Total Interest \$539.36



Mortgage Rate: 30 year fixed, all points, Credit score

## 2015 Capital Lease Versus Operating Lease Test

Tab	CC Date	Dept No.	Install Date	Serial Number	Lease / Property Schedule No.	Req. No.	Asset Module Asset ID No.	Model Description	Monthly Pymt Amount	Title Xfer at End of Lease? (Y/N)	Bargain Purchase Option? (Y/N)	Lease Term in Months	Est. Economic Useful Life in Mo.'s	4a		FMV of Leased Equip. at Lease Inception	Capital or Operating Lease? (Calculated Field)	% Interest
														1	2			
1	1/20/2015				Court At Law #7	269529	DIR-1674	MP C4503	\$127.84	N	N	48	60	\$6,136.32	\$5,103.00	Capital Lease		
2	3/3/2015	130			Elections	269560	DIR-1674	MP 7502SP	\$300.57	N	N	48	60	\$14,427.36	\$11,999.00	Capital Lease		
3	3/17/2015	90	CANCELLED	UPGRADED	Dist Clk for 449th	270914	DIR-1674	MP 5002SP	\$155.83	N	N	36	60	\$5,609.88	\$5,109.00	Capital Lease		
4	3/17/2015	90	CANCELLED	UPGRADED	Dist Clk for 430th	270914	DIR-1674	MP 5002SP	\$155.83	N	N	36	60	\$5,609.88	\$5,109.00	Capital Lease		
5	3/17/2015	90	CANCELLED	UPGRADED	Dist Clk Basement	270914	DIR-1674	MP 5002SP	\$155.83	N	N	36	60	\$5,609.88	\$5,109.00	Capital Lease		
6	3/17/2015	110			Public Affairs	272271	DIR-1674	MP C4503	\$148.37	N	N	48	60	\$7,121.76	\$5,923.00	Capital Lease		
7	3/17/2015	110	4/24/2015		Public Affairs	268578	DIR-1664	3051ci	\$136.72	N	N	36	60	\$4,921.92	\$5,889.00	Operating Lease		
8	3/31/2015	124			PCT #4	272864	DIR-1674	MPC5503	\$223.31	N	N	48	60	\$10,718.88	\$8,915.00	Capital Lease		
9	5/5/2015	125			County Courthouse	277960	407-12	Mailing Sys	\$929.00	N	N	60	60	\$55,740.00	\$45,953.04	Capital Lease		
10	5/19/2015	240			Human Services	275489	DIR-1674	MP7502SP	\$359.02	N	N	36	60	\$12,924.72	\$11,771.00	Capital Lease		
12	5/19/2015	90			Dist Clk for 449th	275806	DIR-1674	MP5054SP	\$188.42	N	N	36	60	\$6,783.12	\$6,054.00	Capital Lease		
13	5/19/2015	90			Dist Clk for 430th	275806	DIR-1674	MP5054SP	\$188.42	N	N	36	60	\$6,783.12	\$6,054.00	Capital Lease		
14	5/19/2015	90			Dist Clk Basement	275806	DIR-1674	MP5054SP	\$188.42	N	N	36	60	\$6,783.12	\$6,054.00	Capital Lease		
15	5/19/2015	160			PURCHASING DEPT		ADD ON	MPC4503	\$3.38	N	N	44	60	\$148.72	ADD ON	to Capital Lease		
16	6/2/2015	210			PLANNING DET.	276500	DIR-1674	MP5054SP	\$133.79	N	N	48	60	\$6,421.92	\$5,341.00	Capital Lease		
17	6/2/2015	210			PLANNING DET.	276500	DIR-1674	MP5054SP	\$133.79	N	N	48	60	\$6,421.92	\$5,341.00	Capital Lease		
18	6/2/2015	210			PLANNING DET.	276500	DIR-1674	MP5054SP	\$133.79	N	N	48	60	\$6,421.92	\$5,341.00	Capital Lease		
19	6/2/2015	210			PLANNING DET.	276500	DIR-1674	MP5054SP	\$133.79	N	N	48	60	\$6,421.92	\$5,341.00	Capital Lease		
11	6/16/2015				County Court Law 8	276415	DIR-1674	MPC4503	\$155.64	N	N	48	60	\$6,421.92	\$5,341.00	Capital Lease		
20	6/19/2015	67			JP 4 PL 1	277984	DIR-1674	MP5054	\$133.69	N	N	48	60	\$6,417.12	\$5,337.00	Capital Lease		
21	6/19/2015	60			JP 2 PL 2	278768	DIR-1674	MP3354SO	\$126.70	N	N	48	60	\$6,081.60	\$5,058.00	Capital Lease		
22	9/1/2015	65			JP 3 PL 1	279095	DIR-3041	MPC4503	\$169.10	N	N	48	60	\$8,116.80	\$6,500.53	Capital Lease		
23	9/1/2015	370			Veteran's	279991	DIR-3041	MPC4503	\$181.74	N	N	48	60	\$8,723.52	\$7,005.29	Capital Lease		
24	9/1/2015	85			Public Defender	281576	DIR-3041	MPC4503	\$145.36	N	N	48	60	\$6,977.28	\$5,552.47	Capital Lease		
25	9/29/2015	291			Constable Pct. 1	284038	DIR-3041	MPC2503	\$127.51	N	N	48	60	\$6,120.48	\$4,840.17	Capital Lease		
26	10/13/2015				District Attorney		DIR-TSO-3041	MP5054SP (4)	\$147.41	N	N	48	60	\$7,075.68	\$5,594.17	Capital Lease		
27	10/13/2015				District Attorney		DIR-TSO-3041	MP5054SP (10)	\$176.80	N	N	48	60	\$8,486.40	\$6,767.52	Capital Lease		
28	10/13/2015	380			Agrilife Extension	284199	DIR-TSO-3041	WC7835 PT	\$162.01	N	N	36	60	\$5,832.36	\$5,293.00	Capital Lease		
29	10/28/2015	124			PCT #4		BB 430-13	2-Holt CT660	\$4,001.14	Y	Y	84	84	\$336,095.76	\$306,048.48	Capital Lease		
30	10/13/2015				Pct #1	285218	DIR-TSO-3092	CS-3051ci	\$224.39	N	N	36	60	\$8,078.04	\$7,257.00	Capital Lease		
31	11/10/2015	5			275th District Court	284855	DIR-TSO-3041	MPC4503	\$164.38	N	N	36	60	\$5,917.68	\$5,139.40	Capital Lease		

**Zimbra****tanya.delira@co.hidalgo.tx.us**

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**Fwd: MFC Approval**

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**From :** Rudy Salinas <rudy.salinas1@co.hidalgo.tx.us> Thu, Oct 08, 2015 08:48 AM  
**Subject :** Fwd: MFC Approval  
**To :** Tanya De Lira <tanya.delira@co.hidalgo.tx.us>

Tanya,

I believe this is one of yours...fyi

**Rudy Salinas**

Purchase Order Specialist III  
Phone: 292-7000 Ext: 4875

---

**From:** "Renan Ramirez" <renan.ramirez@co.hidalgo.tx.us>  
**To:** "Rudy Salinas" <rudy.salinas1@co.hidalgo.tx.us>  
**Cc:** "Nora Cruz" <nrcruz@ag.tamu.edu>  
**Sent:** Thursday, October 8, 2015 8:43:11 AM  
**Subject:** MFC Approval

Mr. Salinas,

I am now satisfied with the **Xerox** quote for **Extension Services**.

I give my approval.

= Thanks!

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**Renán Ramirez**

Chief Information Officer  
County of Hidalgo, Texas  
956-289-7444

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