

**AI-52350**

**Precinct #2**

**CC CONSENT**

Meeting Date: 12/15/2015

Submitted For: Marty Salazar, PURCHASING DEPT.

Submitted By: Tanya Delira, PURCHASING DEPT.

Department: PURCHASING DEPT.

Information

CAPTION

**Hidalgo County Pct. 2**

Requesting authority to go into a 36 month lease with Canon Financial Services, Inc for a C250IF thru our membership/participation with Department of Information (DIR) contract DIR-TSO-3101 in the amount of ~~184.77~~ per month for the San Juan CRC.

BACKGROUND

Fiscal Impact

FISCAL YEAR: 2015

ACCT. #: 5-1100-466-00-122-018-0-430

FUNDS AVAILABLE Y/N?: y

MATCHING FUNDS Y/N?:

BUDGETARY IMPACT:

FISCAL YEAR: 2015

ACCT. #: 5-1100-466-00-122-018-0-610

FUNDS AVAILABLE Y/N?: y

MATCHING FUNDS Y/N?:

BUDGETARY IMPACT:

FISCAL YEAR: 2015

ACCT. #: 5-1100-466-00-122-018-0-780

FUNDS AVAILABLE Y/N?: y

MATCHING FUNDS Y/N?:

BUDGETARY IMPACT:

Attachments

Canon Financial

**Form Review**

**Inbox**

**Reviewed By**

**Date**

(Originator)

Tanya Delira

11/20/2015 01:27 PM

Form Started By: Tanya Delira

Started On: 11/20/2015 01:27 PM

# Requisition

Req # 00287970

PO #

Date: 11/16/15

Bill To:   x  
              x

**Vendor :** 179272  
CANON FINANCIAL SERVICES INC.  
14904 COLLECTIONS CENTER DRIVE  
CHICAGO IL 60693-0149  
FAX (800)220-0723

**Ship To:** HIDALGO CO. PCT 2  
300 WEST HALL ACRES, SUITE G  
PHARR TX 78577

**Contact:** MARY MEAVE  
956-787-1891

**Contract No:** DIR-TSO-3101

**Special Instructions:**

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		DIR-TSO-3101 EXP. 10/2/18-BLANKET PO OPTION TO INCREASE OR DECREASE PO - SAN JUAN CRC- 36 MONTHS COPIER LEASE DO NOT DUPLICATE ORDER		
1.00	MONTH	IMAGE RUNNER ADVANCE C250IF #8457B003AA \$65.34 CASSETTE FEEDING UNIT-AG1 #8458B003AA \$8.68 STAPLE FINISHER-S1 #8461B001AA \$21.45	95.47	95.47
1.00	MONTH	BLACK & WHITE C250 MONTHLY SERVICE RATE 5,000 COPIES @ \$.0127	63.50	63.50
1.00	MONTH	COLOR C250 MONTHLY SERVICE RATE 300 COPIES @ .0860	25.80	25.80
1.00	MONTH	COPY OVERAGES BLACK & WHITE @ \$.0127	10.00	10.00
1.00	MONTH	COPY OVERAGES COLOR @ @ \$.0860	10.00	10.00
1.00		*** EMAIL PURCHASE ORDER TO COPY GRAPHICS, INC TO ANA ESCOBAR (956)682-7134 AT AESCOBAR@COPYG.COM	.00	.00
		<u>Account No</u>	<u>Encumbrance</u>	
		5-1100-466-00-122-018-0-430	89.30	
		5-1100-466-00-122-018-0-610	20.00	
		5-1100-466-00-122-018-0-780	95.47	
			Freight	.00
			Total	204.77
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233		

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

287970

# Canon

## State of Texas DIR-TSO-3101 Contract

CPA Vendor #	122305682200	Vendor: Reflect this Number on all Correspondence and Invoices.
Payee ID#:	1223056822	
Vendor Name:	Canon Financial Services/ ordered from Canon USA Inc.	
Address:	14904 COLLECTIONS CENTER DR	
City, State, Zip	Chicago, IL 60693-0149	
Quote No.	C815-100215-HM	
Date:	October 2, 2015	
Contract No.	DIR-TSO-3101	

Customer Name/Invoice Address:	Address for Delivery:
Hidalgo County Commissioner Pct. No.2	San Juan Community Resource Center
300 West Hall Acres Suite G	509 E. Earling
Pharr, Texas 78589	San Juan, Texas 78589

Agency Point of Contact:	Erika Zamora	Phone:	956-787-1891
		E-Mail:	<a href="mailto:Erika.Zamora@co.hidalgo.tx.us">Erika.Zamora@co.hidalgo.tx.us</a>
Agency Accounts Payable Contact:		Phone:	
		E-Mail:	
Securing Dealer	Copy Graphics, Inc.	Address/ Phone Number	221 N. 10th St. McAllen, Texas 78501 956-631-0205
Installing Dealer	Copy Graphics, Inc.	Address/ Phone Number	221 N. 10th St. McAllen, Texas 78501 956-631-0205

**\*\*STATE SALES TAX EXEMPTION CERTIFICATE REQUIRED FOR EVERY ORDER.\*\***

Item codes	Description	Quantity	Unit Price	Total
8457B003AA	imageRUNNER ADVANCE C250iF (MSRP= \$3600.00 less 45% Sell \$ 1980.00)	36	\$65.34	\$2,352.24
8458B003AA	Cassette Feeding Unit-AG1 (MSRP= \$526.00 less 50% Sell \$ 263.00)	36	\$8.68	\$312.48
8461B001AA	Staple Finisher-S1 (MSRP= \$1260.00 less 48.41% Sell \$ 650.00)	36	\$21.45	\$772.20
	MSRP= \$ 5386.00 Sale price is \$ 2893.00			\$0.00
				\$0.00
				\$0.00
	C250 B&W service charge 5000 copies @ \$ .0127=\$63.50 overages billed at \$ .0127	36	\$63.50	\$2,286.00
	C250 Color service charge 300 copies @ \$ .0860=\$25.80 overages billed at \$ .0860	36	\$25.80	\$928.80
				\$0.00
	State of Texas DIR-TSO-3101 Contract 36 month term			\$0.00
				\$0.00
				\$0.00
<b>Monthly Unit Total</b>			<b>\$184.77</b>	
<b>Total - Page 1</b>				<b>\$6,651.72</b>





## Canon U.S.A., Inc.

**Vendor ID**

11325617725

**URL**
**Vendor Website**
[\(http://www.gmdtexas.cusa.canon.com/\)](http://www.gmdtexas.cusa.canon.com/)
**HUB Type**

Non HUB

E-Rate Qualified

**DIR Contract Number**

DIR-TSO-3101

**Contract Term End Date**

6/23/2016

**Contract Exp Date**

6/23/2019

**Contact Canon U.S.A., Inc.**
**Contact**
[Mike Wright](mailto:mwright@cusa.canon.com)
[\(mailto:mwright@cusa.canon.com\)](mailto:mwright@cusa.canon.com)
**Phone**

(817) 291-4044

**Fax**

(972) 409-7934

**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

Canon U.S.A., Inc. offers Print, Scan, Facsimile, Copier, Multifunction Devices and Managed Print Services for purchase, rent or lease. Customers can purchase directly through this DIR contract. This Contract is e-rated and 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-3101 Contract PDF \(170.7KB\)](#)  
<http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3101 Contract.pdf>
- [DIR-TSO-3101 Appendix A Standard Terms and Conditions PDF \(444.13KB\)](#)  
<http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3101 Appendix A Standard Terms and Conditions.pdf>
- [DIR-TSO-3101 Appendix B HUB Subcontracting Plan PDF \(569.67KB\)](#)  
<http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3101 Appendix B HUB Subcontracting Plan.pdf>

**Zimbra****erika.zamora@co.hidalgo.tx.us**

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**Re: Canon lease**

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**From :** Renan Ramirez  
<renan.ramirez@co.hidalgo.tx.us>

Tue, Nov 03, 2015 02:13 PM

📎 1 attachment

**Subject :** Re: Canon lease**To :** Erika Zamora <erika.zamora@co.hidalgo.tx.us>**Cc :** Tanya De Lira <tanya.delira@co.hidalgo.tx.us>,  
Maria Meave  
<mary.ramirez@co.hidalgo.tx.us>, Esther Perez  
<esther.perez@co.hidalgo.tx.us>

Erika,

Looks good! APPROVE!

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

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**From:** "Erika Zamora" <erika.zamora@co.hidalgo.tx.us>  
**To:** "Renan Ramirez" <renan.ramirez@co.hidalgo.tx.us>  
**Cc:** "Tanya De Lira" <tanya.delira@co.hidalgo.tx.us>, "Maria Meave"  
<mary.ramirez@co.hidalgo.tx.us>, "Esther Perez" <esther.perez@co.hidalgo.tx.us>  
**Sent:** Tuesday, November 3, 2015 2:04:47 PM  
**Subject:** Re: Canon leaseGood afternoon Renan,  
Just following up on the request below for you to approve our copier lease  
agreement for our San Juan CRC.

Please let me know if you approve.

Thank you,

**Erika Zamora**  
Director of Administrative Operations  
Hidalgo County Pct 2

300 W Hall Acres, Suite G  
Pharr, TX 78577  
(956)292-7000 Ext 2015 - Office



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**From:** "Maria Meave" <mary.ramirez@co.hidalgo.tx.us>  
**To:** "Renan Ramirez" <renan.ramirez@co.hidalgo.tx.us>  
**Cc:** "Tanya De Lira" <tanya.delira@co.hidalgo.tx.us>, "Erika Zamora" <erika.zamora@co.hidalgo.tx.us>  
**Sent:** Friday, October 30, 2015 3:12:41 PM  
**Subject:** Canon lease

Mr. Ramirez I am sending you the quote for the Canon financial lease can you please look it over and approved it so that we can proceed to get a po, thank you

**Mary Meave**  
**Clerk III**  
**300 W. Hall Acres Suite G**  
**Pharr, Tx 78577**



**NEW Pct 2 Logo FINAL (1).png**  
41 KB

Volume Band C1	1-28 Pages Per Month (PPM)
Base Monthly VOLUME	Avg. M/P

Manufacturer, Model, Features, Description	Part Number	No. of Avg. Pages Per Month (PPM)	M/RP	D/R Discount % from M/RP	Customer Purchase Price (A2) (Net M/RP Discount)
Canon USA, Inc. ImageRUNNER ADVANCE C301F. Supports up to Legal-size media and includes Duplexing, Automatic Document Feeder (ADF), Fax, PDF, PCL and PostScript F3, Color Universal Print with Océ iPrint, (PCL, PostScript, PDF), 100-sheet Stack System, 128 MB RAM, 8000 HPI, Drum Unit, 6000000-1100000-1100000-1 and USB 2.0 connectivity, Secure Data Erase, PCL6, Access Management System, and Remote Operator's Software XA	6476003AA	8100/Color 2000	\$1,621.00	45.0%	\$1,002.00

Equipment Monthly Lease Payment	21 Mo	36 Mo	44 Mo	49 Mo
	\$1178	\$5334	\$5145	\$1973

Annual Maintenance Including all Supplies for Purchase & Lease	Monthly Base Maintenance (\$)	Copy Allowance (Number of Copies Included)	Overage Rate (if applicable)	24HR CPC for Monthly Base Maintenance (\$)	Color CPC for Monthly Base Maintenance (if applicable)
Year 1	\$1719.00	20,000	\$1.000	\$0.017	\$1.000
Year 2	\$1719.00	20,000	\$1.000	\$0.017	\$1.000
Year 3	\$1719.00	20,000	\$1.000	\$0.017	\$1.000
Year 4	\$1719.00	20,000	\$1.000	\$0.017	\$1.000
Year 5	\$1719.00	20,000	\$1.000	\$0.017	\$1.000
Volume Band C1	1-28 Pages Per Month (PPM)				
Base Monthly VOLUME	Avg. M/P				

MONTHLY BASE INCLUDES COLOR COPIES - BASE COPY CHARGES BEGIN AT COPY 1

Manufacturer, Model, Features, Description	Part Number	No. of Avg. Pages Per Month (PPM)	M/RP	D/R Discount % from M/RP	Customer Purchase Price (A2) (Net M/RP Discount)
Canon USA, Inc. ImageRUNNER ADVANCE C302F. Print standard with 100-sheet Output, Automatic Document Feeder, PCL, PDF, and UFR II printing, Color Universal Print, ODMA, support (text, pdf), 160 150 sheet cassette, 100-sheet Stack System, 128 MB RAM, 11000 HPI, drum unit, 6000000-1100000-1100000-1, USB 2.0 connectivity, and Remote Operator's Software XA, Color Universal Print with PDF High Compression, Superwide (PCL6, PostScript, PCL6, PCL6), Access Management System, 1400 Data Erase, IP Sec, Color Network Scanner and Drum Unit.	6778004AA	8100/Color 2000	\$1,611.00	45.5%	\$1,036.00

Equipment Monthly Lease Payment	21 Mo	36 Mo	44 Mo	49 Mo
	\$1101	\$5150	\$4945	\$1845

Annual Maintenance Including all Supplies for Purchase & Lease	Monthly Base Maintenance (\$)	Copy Allowance (Number of Copies Included)	Overage Rate (if applicable)	24HR CPC for Monthly Base Maintenance (\$)	Color CPC for Monthly Base Maintenance (if applicable)
Year 1	\$1561.20	20,000	\$1.075	\$0.016	\$1.075
Year 2	\$1561.20	20,000	\$1.075	\$0.016	\$1.075
Year 3	\$1561.20	20,000	\$1.075	\$0.016	\$1.075
Year 4	\$1561.20	20,000	\$1.075	\$0.016	\$1.075
Year 5	\$1561.20	20,000	\$1.075	\$0.016	\$1.075

MONTHLY BASE INCLUDES COLOR COPIES - BASE COPY CHARGES BEGIN AT COPY 1

Multifunction Device (MFD) Pricing Sheet Accessories

ACCESSORIES	Part Number	MSRP	DIR Customer Discount % From MSRP	Customer Purchase Price EACH/Unit (MSRP-Discount)	Monthly Lease Price 24 Mo	Monthly Lease Price 36 Mo	Monthly Lease Price 48 Mo	Monthly Lease Price 60 Mo
Voice Guidance Kit-F2	3681063AA	\$840.00	40.00%	\$504.00	\$23.23	\$16.63	\$13.96	\$11.89
Voice Operation Kit-C2	3682034AA	\$1,090.00	50.00%	\$545.00	\$43.56	\$31.19	\$26.16	\$22.30
Remote Operator's Software Kit-B1e	4001004AA	\$30.00	45.00%	\$16.50	\$0.76	\$0.54	\$0.46	\$0.39
ImageRUNNER ADVANCE Security Kit F1 for IEEE 2001.1 Common Criteria Certification Set	6807003AA	\$1,890.00	45.00%	\$1,039.50	\$47.92	\$34.30	\$28.79	\$24.51
Silex Wireless Bridge SX-4800WLAN	86346003AA	\$260.00	45.00%	\$143.00	\$6.09	\$4.72	\$3.96	\$3.37
imagePASS-U2	6456001AA	\$9,500.00	45.00%	\$5,225.00	\$240.87	\$172.43	\$144.73	\$123.31
SeeQuence Impose	6996A035AA	\$2,450.00	45.00%	\$1,347.50	\$62.12	\$44.47	\$37.33	\$31.80
SeeQuence Compose	2351003AA	\$1,100.00	45.00%	\$605.00	\$27.89	\$19.97	\$16.76	\$14.28
SeeQuence Suite	6996A037AA	\$3,000.00	45.00%	\$1,650.00	\$76.07	\$54.45	\$45.71	\$38.94
imageViewer for BW V1.0	7752A027AA	\$4,000.00	45.00%	\$2,200.00	\$101.42	\$72.60	\$60.94	\$51.92
Removable HDD Kit-B4	0134006AA	\$4,700.00	45.00%	\$2,585.00	\$119.17	\$85.31	\$71.00	\$59.01
Integrated Interface & Stand-B1	1694V35A	\$2,200.00	45.00%	\$1,210.00	\$55.78	\$39.93	\$33.52	\$28.56
imageRUNNER ADVANCE Desktop V3 12 1L with 3 yrs Software Maintenance	4140B097AA	\$340.00	41.18%	\$200.00	\$9.72	\$6.69	\$5.54	\$4.72
imageRUNNER ADVANCE Desktop V3 12 5L with 3 yrs Software Maintenance	4140B098AA	\$1,400.00	40.00%	\$840.00	\$38.72	\$27.72	\$23.27	\$19.82
imageRUNNER ADVANCE Desktop V3 12 20L with 3 yrs Software Maintenance	4140B099AA	\$4,000.00	40.00%	\$2,400.00	\$110.64	\$79.20	\$65.48	\$55.64
Workflow Composer w/ MEAP Connectors V2.2.7 1L (1 to 4 licenses)	4165B102AB	\$1,030.00	59.00%	\$340.00	\$24.89	\$17.82	\$14.56	\$12.74
Workflow Composer w/ MEAP Connectors V2.2.7 1L (5 to 19 licenses)	4165B103AB	\$800.00	59.00%	\$260.00	\$18.44	\$13.28	\$11.08	\$9.44
Workflow Composer w/ MEAP Connectors V2.2.7 1L (20 or more licenses)	4165B104AB	\$750.00	59.00%	\$247.50	\$17.29	\$12.38	\$10.39	\$8.85
MEAP Connector for SharePoint Server v1.1 (1 Device)	4165B036AB	\$900.00	40.00%	\$540.00	\$24.89	\$17.82	\$14.56	\$12.74
imageRUNNER ADVANCE Tracker V1.4.1 1L (1 to 4 licenses)	4148B485AA	\$1,000.00	40.00%	\$600.00	\$27.66	\$19.60	\$16.62	\$14.16
imageRUNNER ADVANCE Tracker V1.4.1 1L (5 to 19 licenses)	4148B486AA	\$900.00	40.00%	\$540.00	\$22.13	\$15.84	\$13.30	\$11.33
imageRUNNER ADVANCE Tracker V1.4.1 1L (20 or more licenses)	4148B487AA	\$750.00	40.00%	\$450.00	\$20.75	\$14.85	\$12.47	\$10.62
AA PROX V2.6 Software Only	4164B055AA	\$449.00	42.09%	\$262.08	\$11.99	\$8.58	\$7.20	\$6.14
Direct Print and Scan for Mobile V2.3 1L	4164B080AA	\$100.00	40.00%	\$60.00	\$2.47	\$1.98	\$1.66	\$1.42
imageWARE Document Server V2.0E 1L with 3 yrs Software Maintenance	4143B039AB	\$2,800.00	40.00%	\$1,680.00	\$77.45	\$56.44	\$46.54	\$39.65
Client Access License for imageWARE Document Server v2.0 ECAL	4143B040AB	\$500.00	49.91%	\$250.00	\$14.98	\$10.73	\$9.00	\$7.67
Client Access License for imageWARE Document Server v2.0 20CAL	4143B041AB	\$1,800.00	49.28%	\$1,875.00	\$49.56	\$35.48	\$29.78	\$25.37
Client Access License for imageWARE Document Server v2.0 100CAL	4143B042AB	\$5,000.00	42.00%	\$2,900.00	\$133.69	\$96.70	\$80.33	\$68.44
imageWARE Document Server V1.0V1.1 1L 1 yr Software Maintenance Extension	7494A095AA	\$400.00	40.00%	\$240.00	\$11.05	\$7.92	\$6.65	\$5.66
imageWARE Document Server V1.1 1L & DT 1L 1 yr Software Maintenance Extension	7494A096AA	\$600.00	40.00%	\$360.00	\$16.60	\$11.88	\$9.97	\$8.60
imageRUNNER ADVANCE Desktop 1L 1 yr Maint Extension (Essentials Life)	7494A097AA	\$60.00	41.67%	\$35.00	\$1.61	\$1.15	\$0.97	\$0.83
imageRUNNER ADVANCE Desktop 5L 1 yr Software Maintenance Extension	7494A098AA	\$200.00	40.00%	\$120.00	\$5.53	\$3.95	\$3.32	\$2.83
imageRUNNER ADVANCE Desktop 10L 1 yr Software Maintenance Extension	7494A099AA	\$350.00	42.86%	\$200.00	\$9.22	\$6.69	\$5.54	\$4.72
imageRUNNER ADVANCE Desktop 20L 1 yr Maint Extension	7494A100AA	\$500.00	40.00%	\$300.00	\$13.83	\$9.90	\$8.31	\$7.09
imageRUNNER ADVANCE Desktop 50L 1 yr Software Maintenance Extension	7494A101AA	\$1,200.00	40.00%	\$720.00	\$33.19	\$23.76	\$19.94	\$16.99
imageWARE Scan Manager DS V1.1E 1L with 3 yrs Software Maintenance	7494A098AB	\$2,400.00	40.00%	\$1,440.00	\$66.38	\$47.52	\$39.89	\$33.98
imageWARE Scan Manager DS V1.0V1.1EFS 5L 1 yr Software Maintenance Extension	7494A099AA	\$1,600.00	40.00%	\$960.00	\$43.80	\$31.35	\$26.32	\$22.42
Authorized Send Kit V5.4 (1 License)	4164B094AB	\$1,100.00	45.45%	\$600.00	\$27.66	\$19.80	\$16.62	\$14.16
Authorized Send Kit V5.4 (10 Licenses)	4164B095AD	\$10,800.00	45.71%	\$5,760.00	\$262.77	\$188.10	\$157.89	\$134.52
Authorized Send Kit V5.4 (100 Licenses)	4164B096AB	\$105,000.00	45.71%	\$57,000.00	\$2,627.70	\$1,881.00	\$1,578.90	\$1,345.20
Universal Login Manager - 1 Device License	3575B372AA	\$300.00	15.00%	\$255.00	\$31.50	\$15.28	\$10.91	\$9.18
Universal Login Manager - 5 Device License	3575B373AA	\$1,925.00	15.00%	\$1,636.25	\$75.43	\$54.00	\$45.32	\$38.62
Universal Login Manager - 10 Device License	3575B374AA	\$3,806.00	15.00%	\$3,235.10	\$149.14	\$106.76	\$89.61	\$76.35
Upgrade ULM to unFLOW for SMB-MEAP	3575B405AA	\$500.00	15.00%	\$425.00	\$23.51	\$16.83	\$14.13	\$12.01
McCard PLUS	3575B353AA	\$250.00	32.00%	\$170.00	\$7.84	\$5.61	\$4.71	\$4.01
AA-PRINT for MFP V1.4 (1 License)	4164B063AA	\$800.00	50.00%	\$400.00	\$18.44	\$13.20	\$11.08	\$9.44
MEAP Web Connection Kit	4848B033AA	\$240.00	50.00%	\$120.00	\$5.53	\$3.95	\$3.32	\$2.83
Hard Disk Drive Replacement Service	90070004AA	\$538.00	34.94%	\$350.00	N/A	N/A	N/A	N/A
ESP NEXT GEN PCS POWER FILTER (120W/15A) XG-PCS-15D (for POD Dock Lite A1, Staple Finisher-N1, B)	6101A051AA	\$221.00	36.20%	\$141.00	\$6.50	\$4.65	\$3.91	\$3.33
ESP NEXT GEN PCS POWER FILTER (120W/20A) XG-PCS-20D (for imageRUNNER ADVANCE 825/825S)	6101A052AA	\$227.11	36.76%	\$144.00	\$6.64	\$4.75	\$3.99	\$3.45
Staple Ink Cartridge-C1	1857001AA	\$46.00	26.63%	\$33.75	N/A	N/A	N/A	N/A
Staple-N1	1007001AA	\$189.00	30.66%	\$131.25	N/A	N/A	N/A	N/A
Staple-P1	1008001AA	\$88.00	22.73%	\$68.00	N/A	N/A	N/A	N/A
GPR-37 - Black Toner	3764003AA	\$92.82	24.85%	\$69.75	N/A	N/A	N/A	N/A
Color ImageRUNNER ADVANCE C250IFC350IF Accessories								
Cassette Feeding Unit-A61	84580003AA	\$526.00	50.00%	\$263.00	\$12.12	\$8.68	\$7.29	\$6.21
Cassette Feeding Unit-AH1	84580003AA	\$1,052.00	50.00%	\$526.00	\$24.25	\$17.36	\$14.57	\$12.41
FL Cassette-AT1	8460001AA	\$121.00	43.80%	\$68.00	\$3.13	\$2.24	\$1.88	\$1.60
Staple Finisher-S1	84510001AA	\$1,280.00	48.41%	\$659.00	\$29.97	\$21.45	\$19.01	\$15.34
Copy Card Reader-F1	4784001AA	\$315.00	40.00%	\$189.00	\$8.71	\$6.24	\$5.24	\$4.46
Copy Card Reader Attachment-B4	36940004AA	\$84.00	50.00%	\$42.00	\$1.94	\$1.30	\$1.16	\$0.99
Canon Card Set-A1 (1-30)	4781001AA	\$158.00	40.00%	\$94.80	\$4.37	\$3.13	\$2.63	\$2.24
Canon Card Set-A2 (31-100)	4781002AA	\$347.00	40.00%	\$208.20	\$9.60	\$6.87	\$5.77	\$4.91
Canon Card Set-A3 (101-200)	4781003AA	\$452.00	40.00%	\$271.20	\$12.78	\$9.15	\$7.68	\$6.54
Canon Card Set-A4 (201-300)	4781004AA	\$462.00	40.00%	\$277.20	\$12.78	\$9.15	\$7.68	\$6.54

Multifunction Device (MFD) Pricing Sheet Accessories

ACCESSORIES	Part Number	MSRP	DIR Customer Discount % From MSRP	Customer Purchase Price EACH/Unit (MSRP-Discount)	Monthly Lease Price 24 Mo	Monthly Lease Price 36 Mo	Monthly Lease Price 48 Mo	Monthly Lease Price 60 Mo
Voice Guidance Kit-F2	36818003AA	\$840.00	40.00%	\$504.00	\$23.23	\$16.63	\$13.96	\$11.89
Voice Operation Kit-C2	36828004AA	\$1,890.00	50.00%	\$945.00	\$43.56	\$31.19	\$26.18	\$22.34
Remote Operator's Software Kit-B1e	40018001AA	\$30.00	45.00%	\$15.50	\$0.76	\$0.54	\$0.45	\$0.39
ImageRUNNER ADVANCE Security Kit-F1 for IEEE 802.1 Common Criteria Certification Set	68078003AA	\$1,890.00	45.00%	\$1,039.50	\$47.92	\$34.30	\$29.79	\$24.53
Slex Wireless Bridge SX-4500WAN	86348003AA	\$260.00	45.00%	\$143.00	\$6.00	\$4.72	\$3.96	\$3.37
ImagePASS-U2	64588001AA	\$9,500.00	45.00%	\$5,225.00	\$240.87	\$172.43	\$144.73	\$123.31
SecQuenco Impose	65964035AA	\$2,450.00	45.00%	\$1,347.50	\$62.12	\$44.47	\$37.33	\$31.89
SecQuenco Compose	23518003AA	\$1,100.00	45.00%	\$605.00	\$27.89	\$19.97	\$16.76	\$14.28
SecQuenco Suite	65964037AA	\$3,000.00	45.00%	\$1,650.00	\$76.07	\$54.45	\$45.71	\$38.94
ImageViewer for BW V1.0	77524027AA	\$4,000.00	45.00%	\$2,200.00	\$101.42	\$72.60	\$60.94	\$51.92
Removable HDD Kit-B4	01348006AA	\$4,700.00	45.00%	\$2,585.00	\$119.17	\$85.31	\$71.69	\$61.01
Integrated Interface & Stand-B1	18949354	\$2,200.00	45.00%	\$1,210.00	\$56.76	\$39.93	\$33.52	\$28.66
ImageRUNNER ADVANCE Desktop V3 12.1L with 3 yrs Software Maintenance	41408307AA	\$340.00	41.18%	\$200.00	\$9.22	\$6.69	\$5.54	\$4.72
ImageRUNNER ADVANCE Desktop V3 12.5L with 3 yrs Software Maintenance	41408308AA	\$1,400.00	40.00%	\$840.00	\$39.72	\$27.72	\$23.27	\$19.82
ImageRUNNER ADVANCE Desktop V3 12.2XL with 3 yrs Software Maintenance	41408309AA	\$4,000.00	40.00%	\$2,400.00	\$110.64	\$79.20	\$66.48	\$56.61
Workflow Composer w/ MEAP Connectors V2 2.7 TL (1 to 4 licenses)	41658102AB	\$1,030.00	50.00%	\$515.00	\$24.89	\$17.82	\$14.96	\$12.74
Workflow Composer w/ MEAP Connectors V2 2.7 TL (5 to 19 licenses)	41658103AB	\$600.00	50.00%	\$300.00	\$18.44	\$13.20	\$11.08	\$9.44
Workflow Composer w/ MEAP Connectors V2 2.7 TL (20 or more licenses)	41658104AB	\$750.00	50.00%	\$375.00	\$17.29	\$12.38	\$10.39	\$8.65
MEAP Connector for SharePoint Server v1.1 (1 Device)	41658036AB	\$900.00	40.00%	\$540.00	\$24.80	\$17.82	\$14.96	\$12.74
ImageRUNNER ADVANCE Tracker V1.4.1 TL (1 to 4 licenses)	41484854AA	\$1,000.00	40.00%	\$600.00	\$27.65	\$19.89	\$16.62	\$14.16
ImageRUNNER ADVANCE Tracker V1.4.1 TL (5 to 19 licenses)	41484855AA	\$800.00	40.00%	\$480.00	\$22.13	\$15.84	\$13.30	\$11.33
ImageRUNNER ADVANCE Tracker V1.4.1 TL (20 or more licenses)	41484857AA	\$750.00	40.00%	\$450.00	\$20.75	\$14.85	\$12.47	\$10.62
AA PROX V2.5 Software Only	41644856AA	\$449.00	42.89%	\$260.00	\$11.99	\$8.58	\$7.20	\$6.14
Direct Print and Scan for Mobile V2.3 TL	41644859AA	\$180.00	46.00%	\$96.00	\$2.77	\$1.99	\$1.66	\$1.42
ImageWARE Document Server V2 0E TL with 3 yrs Software Maintenance	41438039AB	\$7,800.00	40.00%	\$4,680.00	\$177.45	\$127.44	\$106.54	\$93.65
Client Access License for ImageWARE Document Server v2.0 5CAL	41438040AB	\$500.00	40.91%	\$295.00	\$14.98	\$10.73	\$9.00	\$7.67
Client Access License for ImageWARE Document Server v2.0 20CAL	41438041AB	\$1,800.00	40.28%	\$1,075.00	\$49.56	\$35.48	\$29.78	\$25.37
Client Access License for ImageWARE Document Server v2.0 100CAL	41438042AB	\$5,000.00	42.00%	\$2,900.00	\$133.69	\$95.70	\$80.33	\$68.44
ImageWARE Document Server V1.0(1) 1L 1 yr Software Maintenance Extension	7494A836AA	\$400.00	40.00%	\$240.00	\$11.05	\$7.92	\$6.65	\$5.65
ImageWARE Document Server V1.1 TL & DT 6L 1 yr Software Maintenance Extension	7494A765AA	\$600.00	40.00%	\$360.00	\$16.00	\$11.68	\$9.97	\$8.69
ImageRUNNER ADVANCE Desktop 6L 1 yr Software Maintenance Extension	7494A752AA	\$60.00	41.67%	\$35.00	\$1.61	\$1.16	\$0.97	\$0.83
ImageRUNNER ADVANCE Desktop 6L 1 yr Software Maintenance Extension	7494A839AA	\$200.00	40.00%	\$120.00	\$5.63	\$3.95	\$3.32	\$2.83
ImageRUNNER ADVANCE Desktop 10L 1 yr Software Maintenance Extension	7494A868AA	\$350.00	42.86%	\$200.00	\$9.22	\$6.69	\$5.54	\$4.72
ImageRUNNER ADVANCE Desktop 20L 1 yr Main Extension	7494A751AA	\$200.00	40.00%	\$120.00	\$5.63	\$3.95	\$3.32	\$2.83
ImageRUNNER ADVANCE Desktop 50L 1 yr Software Maintenance Extension	7494A867AA	\$1,200.00	40.00%	\$720.00	\$31.19	\$23.76	\$19.84	\$16.99
ImageWARE Scan Manager DS V1.1E TL with 3 yrs Software Maintenance	7494A698AB	\$2,400.00	40.00%	\$1,440.00	\$65.38	\$47.52	\$39.89	\$33.98
ImageWARE Scan Manager DS V1.0(1) 1EFS 5L 1 yr Software Maintenance Extension	7494A939AA	\$1,600.00	40.63%	\$960.00	\$43.89	\$31.35	\$26.32	\$22.42
Authorized Send Kit V5.4 (1 License)	4164B194AB	\$1,100.00	45.45%	\$600.00	\$27.66	\$19.89	\$16.62	\$14.16
Authorized Send Kit V5.4 (10 Licenses)	4164B195AB	\$10,500.00	45.71%	\$5,700.00	\$262.77	\$188.10	\$157.69	\$134.52
Authorized Send Kit V5.4 (100 Licenses)	4164B196AB	\$105,000.00	45.71%	\$57,000.00	\$2,627.70	\$1,881.00	\$1,576.90	\$1,345.20
Universal Login Manager - 1 Device License	35758372AA	\$390.00	15.00%	\$331.50	\$15.28	\$10.94	\$9.18	\$7.82
Universal Login Manager - 5 Device License	35758373AA	\$1,925.00	15.00%	\$1,636.25	\$75.43	\$54.00	\$45.32	\$38.62
Universal Login Manager - 10 Device License	35780374AA	\$3,895.00	15.00%	\$3,325.10	\$149.14	\$106.76	\$89.61	\$76.35
Upgrade ULM to uniFLOW for SMB-MEAP	35758405AA	\$600.00	15.00%	\$510.00	\$23.61	\$16.83	\$14.13	\$12.04
MCard PLUS	35758363AA	\$250.00	32.00%	\$170.00	\$7.84	\$5.61	\$4.71	\$4.01
M-PRINT for MFP V1.4 (1 License)	4164B193AA	\$800.00	50.00%	\$400.00	\$18.44	\$13.20	\$11.08	\$9.44
MEAP Web Connection Kit	48480033AA	\$240.00	50.00%	\$120.00	\$5.53	\$3.96	\$3.32	\$2.83
Hard Disk Drive Replacement Service	50078004AA	\$538.00	34.94%	\$350.00	N/A	N/A	N/A	N/A
ESP NEXT GEN PCS POWER FILTER (120V/15A) XG-PCS-15D (for POD Desk Lite-A1, Staple Finisher-N1, B)	6101AU61AA	\$221.00	36.20%	\$141.00	\$6.50	\$4.65	\$3.91	\$3.33
ESP NEXT GEN PCS POWER FILTER (120V/20A) XG-PCS-20D (for ImageRUNNER ADVANCE B265/B255/B)	6101AU62AA	\$227.71	36.76%	\$144.00	\$6.64	\$4.75	\$3.99	\$3.40
Staple Ink Cartridge-C1	18578001AA	\$45.00	26.63%	\$33.75	N/A	N/A	N/A	N/A
Staple-NH	19078001AA	\$189.00	30.55%	\$131.25	N/A	N/A	N/A	N/A
Staple-P1	19088001AA	\$68.00	22.79%	\$52.50	N/A	N/A	N/A	N/A
GPR-37 - Black Toner	37618003AA	\$92.82	24.85%	\$69.75	N/A	N/A	N/A	N/A
<b>Color ImageRUNNER ADVANCE C250/F350F Accessories</b>								
Cassette Feeding Unit-AG1	84588003AA	\$526.00	50.00%	\$263.00	\$12.12	\$8.68	\$7.29	\$6.21
Cassette Feeding Unit-AH1	84598003AA	\$1,052.00	50.00%	\$526.00	\$24.25	\$17.36	\$14.67	\$12.41
FL Cassette-AT1	84608001AA	\$121.00	43.80%	\$68.00	\$3.13	\$2.24	\$1.88	\$1.60
Staple Finisher-S1	84618001AA	\$1,269.00	48.41%	\$659.00	\$29.97	\$21.45	\$18.01	\$15.34
Copy Card Reader-F1	47848001AA	\$315.00	40.00%	\$189.00	\$8.71	\$6.24	\$5.24	\$4.46
Copy Card Reader Attachment-B4	36948004AA	\$84.00	50.00%	\$42.00	\$1.94	\$1.39	\$1.16	\$0.99
Canon Card Set-A1 (1-30)	47818001AA	\$158.00	40.00%	\$94.80	\$4.37	\$3.13	\$2.63	\$2.24
Canon Card Set-A2 (31-100)	47818002AA	\$347.00	40.00%	\$208.20	\$9.60	\$6.87	\$5.77	\$4.91
Canon Card Set-A3 (101-200)	47818003AA	\$462.00	40.00%	\$277.20	\$12.78	\$9.15	\$7.68	\$6.54
Canon Card Set-A4 (201-300)	47818004AA	\$462.00	40.00%	\$277.20	\$12.78	\$9.15	\$7.68	\$6.54



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## Lease Calculator


<b>Fix Rate</b>	<b>Fix Payment</b>
Product/Property Value \$	2893.00
Residual Value \$	0
Lease Term	3 years 0 months
Monthly Payment \$	95.47
<b>Calculate</b>	

**Result**

Interest/Return Rate **11.551%**

Total of 36 Monthly Payments **\$3,436.92**




Total Interest **\$543.92**



Principal

Interest

Mortgage Rate: 30 year fixed, all points, Credit score 740+, 20% down

	<b>\$1,158/month</b> Points: 0.1 Fees: \$937 NMLS # 1071	<b>APR: 3.789%</b> Rate: 3.750% Lock: 30 days Nov. 20	<b>Next &gt;</b> 877-210-6855
	<b>\$1,140/month</b> Points: 1.1 Fees: \$625 NMLS # 1071	<b>APR: 3.735%</b> Rate: 3.625% Lock: 30 days Nov. 20	<b>Next &gt;</b> 877-210-6855
	<b>\$1,158/month</b> Points: 2 Fees: \$1,512 NMLS # 453156	<b>APR: 3.967%</b> Rate: 3.750% Lock: 60 days Nov. 20	<b>Next &gt;</b> 877-509-8727

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**What is a Lease?**

A lease is a contract made for the use of an asset. It is made between a lessor (the owner of the asset) and a lessee (the person who wants to use the asset).

You will hear the most about leasing houses and cars, but you can lease anything. Businesses routinely lease all sort of equipment, because the effect on the bottom line and on tax is favorable.

There is a considerable difference between leasing an asset and renting it. A lease contract is a strictly binding business agreement. The two parties make the agreement and neither one can deviate from its terms (without some very exceptional reason). Lease an apartment for three years, and you owe the rent on that apartment for the next three years month by month, and if you don't pay it, you will incur serious penalties.

This is very different from renting an apartment. Most rental contracts are covered by much more considerate terms for the tenant, who can move out early; arrange late payment in some cases, etc. That is why it is unusual for a landlord to lease an apartment to an individual – the laws covering rental contracts are better protection for both tenant and landlord. However, should a business seek an apartment to use, perhaps, for executives who visit the city from time to time, a leasing agreement might be favorable.

When agreeing to a lease, you will almost certainly be asked to make a deposit to cover risk of damages and non-payment. It should be clearly stated in the lease that the deposit is refundable.

**Leasing a Car**

The most common form of leasing seen today is automobile leasing. This is not because leasing a car is cheaper than buying one – on the contrary, overall it's more expensive. But auto leasing has two principal benefits that make it very popular despite the expense: You can always drive a fairly new car, and it's always under warranty; and, for the same budget, you can often get a larger, more luxurious, better-equipped car.

When you lease, there are many factors to consider: The initial down payment, the amount of the monthly payment, the time of the lease (this is usually three years in the U.S., but it is possible to lease for six years), the mileage you can drive every year, etc.

Your monthly payment is based on the difference between the cost of the automobile ("transaction price" or its "capitalized cost") when it's new, and what the car is forecast to be worth at the end of the leasing period – this is called the "residual value." This difference is financed at a particular rate of

interest which is sometimes called the "leasing rate. You may also have to put down a security deposit (this is usually one month's payment). There can be additional charges that the dealer may impose, so you should discuss all the financing carefully before agreeing to an automobile leasing contract.

### **Business Leasing**

A business leasing equipment is more like a consumer leasing a car. The business pays a monthly fee for the use of the asset, and at the end of the lease period, the business can purchase the asset at residual value. Sometimes an agreement is made for such a purchase at a fixed value at the beginning of the lease. At other times, businesses can simply stop leasing, or continue leasing the equipment.

The advantages to the business are considerable. The business can acquire and use expensive equipment while paying only a fraction of its cost upfront. Lease payments are also tax deductible as a business expense. Further, once the lease is over, the business can lease new equipment, obtaining it again without having to pay out for it.

### **Leasing Real Estate**

Leasing real estate usually involves a business that seeks office space, or land, or a factory. It is rare for private individuals to lease real estate because, as we have seen, renting is much more favorable to both landlord and tenant.

Commercial leasing of real estate does not usually lead to the purchase of the property by lessee. It is essentially the same as renting, but the terms are stricter. The most important item is the length of the lease, of course, because once you are committed for the period, you cannot change it. The monthly payment sometimes includes other charges like insurance, tax and maintenance. All of this should be transparent, and you should know exactly what you are paying for. You will make a security deposit, but the lease should guarantee that you get it back at the end unless specific conditions occur (damages, non-payment, etc.).

The lease should also define exactly what you are paying for; the exact space and facilities should be carefully listed. If you have the right to use any common areas in the building, it should be specifically stated.

The lease calculator above can help for both car leasing and business leasing to estimate the periodical payments or real interest rate. Real estate leasing is different in that many times the residual value might be higher than when the lease starts due to asset appreciation. The monthly pay for real estate leasing depends mainly on the market.

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## 2015 Capital Lease Versus Operating Lease Test

Tab	CC Date	Dept No.	Install Date	Serial Number	Department Lease / Property	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	Total Principal Pmts Over Lease Term	FMV of Leased Equip. at Lease Inception	Capital or Operating Lease? (Calculated Field)	% Interest
32	10/27/2015	124			Pct 4 - S.C. Cmm Ctr	286072	DIR-TSO-3043	5945APT	\$156.10	N	N	36	60	\$5,619.60	\$5,156.00	Capital Lease	5.676
33	11/24/2015	121			Predinct 1	287307	BB 430-13	2-Holt CT660	\$5,334.29	Y	Y	84	84	\$448,080.36	\$408,138.64	Capital Lease	2.689
34	10/29/2015	330			Juv. Prob New-Court	286556	DIR-TSO-3043	WC3655X	\$64.38	N	N	36	60	\$2,317.68	\$2,177.00	Capital Lease	4.110
35		330			Juv. Prob Intake	286813	DIR-TSO-3043	WC3655X	\$64.38	N	N	36	60	\$2,317.68	\$2,177.00	Capital Lease	4.110
36		330			Juv. Prob Boot Aftercare	286818	DIR-TSO-3043	WC3655X	\$64.38	N	N	36	60	\$2,317.68	\$2,177.00	Capital Lease	4.110
37		330			Juv. Prob Detention	286834	DIR-TSO-3043	WC5955APT	\$180.40	N	N	36	60	\$6,494.40	\$5,783.00	Capital Lease	7.693
38		330			Juv. Prob Probation	286840	DIR-TSO-3043	WC5955APT	\$180.40	N	N	36	60	\$6,494.40	\$5,783.00	Capital Lease	7.693
39		330			Juv. Prob Court Intake	286848	DIR-TSO-3043	WC5955APT	\$180.40	N	N	36	60	\$6,494.40	\$5,783.00	Capital Lease	7.693
40		330			Juv. Prob Boot Camp	286820	DIR-TSO-3043	WC5865APT	\$235.66	N	N	36	60	\$8,483.76	\$7,596.00	Capital Lease	7.321
41		122			Hidalgo Co. Pct 2	287970	DIR-TSO-3101	C250IF	\$95.47	N	N	36	60	\$3,436.92	\$2,893.00	Capital Lease	11.551