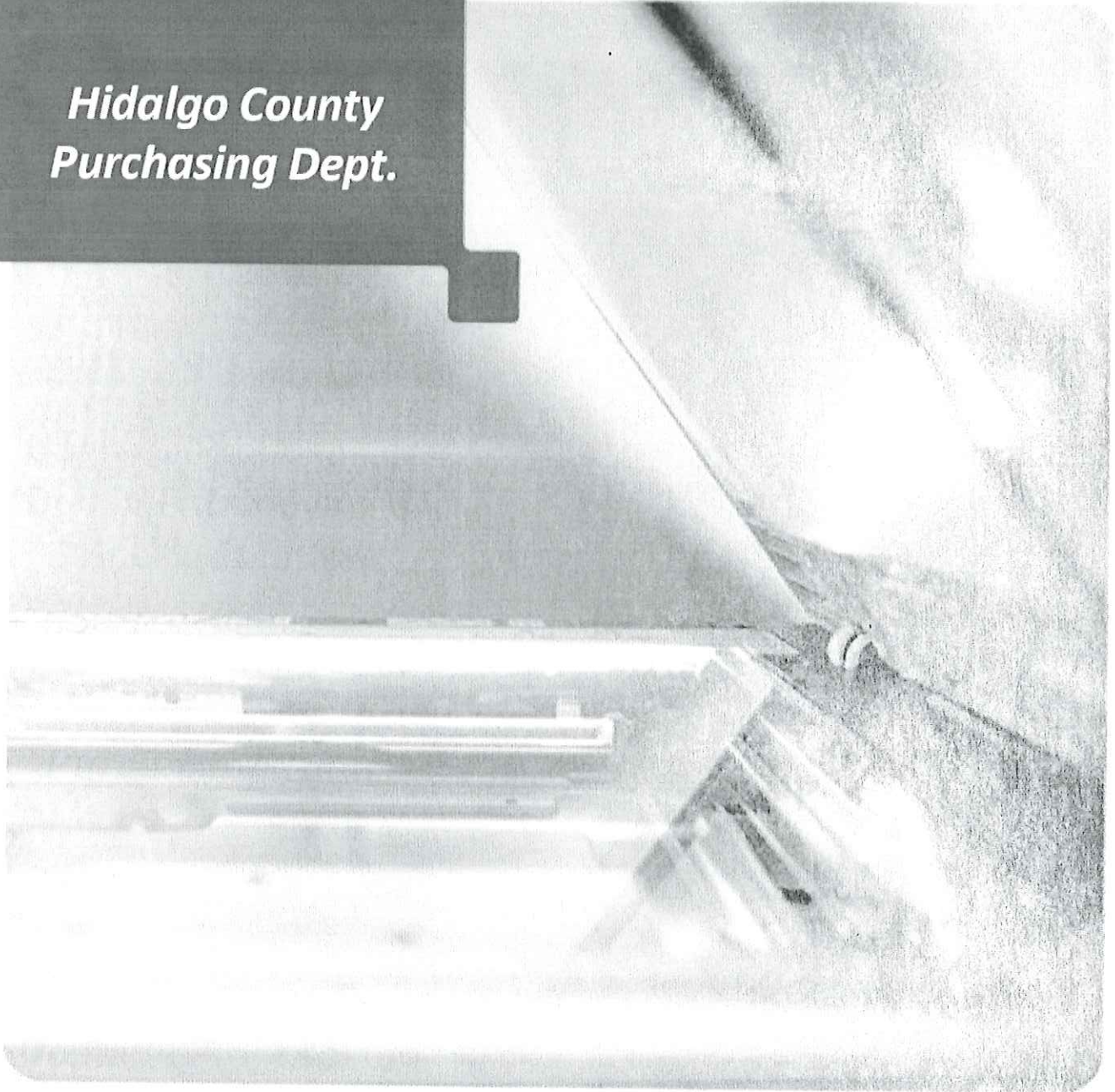


UP Dated

39285A

**Upgrade Proposal for
Document Copying &
Printing Solutions**

***Hidalgo County
Purchasing Dept.***



PREPARED BY:

Aissa Acevedo – Technology Specialist

Mobile: (956) 607-6465

Email: Aissa.Acevedo@Ricoh-USA.com

Proposal Submitted: May 30, 2018

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Current Situation Analysis

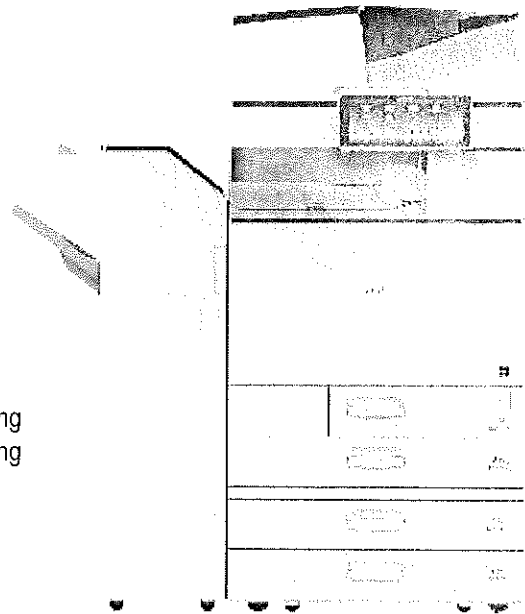
Model C Serial # / EID Monthly Payment Lease Term	Configuration	Average Monthly Volumes <small>7/17/14 -9/9/15</small>	Average Monthly Volume <small>9/9/15 -9/21/16</small>	Average Monthly Volume <small>9/21/16 -9/29/17</small>	Average Monthly Volume <small>9/29/17 - 5/17/18</small>
Ricoh MPC4503 C85049492 / 12834139 \$455.14 48 Month Lease	45 PPM B/W & Color 4 – 550 Sheet Trays 1 – 100 Sheet Bypass 1,000 Sheet Finisher	B/W–9,420 Color–5,499	B/W–10,921 Color–5,818	B/W–11,363 Color–3,596	B/W–8,173 Color–2,693
Service / Maintenance Includes 10,000 B&W Clicks and 4,100 Color Clicks Per Month Overages Billed Quarterly Overage Rates are: B&W @ \$0.0069 and Color @ \$0.0428 Average Monthly Overages (Over the last 48 Months)					
TOTAL AVERAGE MONTHLY SPEND OVER THE LAST 4 YEARS		\$515.02	\$535.03	\$464.54	\$455.14

Ricoh MPC4504EX

Color & Black/White Multifunctional Device

Key Features

- 45-PPM monochrome and color
- 2,100-sheet paper capacity
4 – 550 Sheet Paper Trays
1 – 100 Sheet Bypass
- 1,000 Sheet External Finisher Stapler
- Scan to/Print from USB/SD Card
- Configured to Print & Scan -Providing both black & white and color scanning
Scan-to-Email, Scan-to-Folder, Scan-to-URL and Network TWAIN Scanning
- DOSS (Data Overwrite Security System) For ISO 15408 Compliance
- Energy Star® compliant



DIR Contract - Investment Details for Either Purchase or 48 Month Lease

Equipment Breakdown	DIR Purchase Pricing	DIR 48 Month Pricing	Budget Code
Ricoh MPC4504EX #417998	\$3,875.85	\$104.96	780
ESP XG-PCS-15D	\$151.13	\$3.84	780
Network & Scan Connect – Seg BC4 / PS-NWSCBC4	\$250.00	\$6.36	780
Bridge Unit BU3070	\$82.62	\$2.10	780
Finisher SR3210	\$720.36	\$18.33	780
Paper Feed Unit PB3240	\$459.42	\$11.69	780
OCR Unit	\$126.32	\$3.21	780
Ricoh ICE Office Package - #ICEOFC-4YR-PS1	\$742.71	\$20.31	780
TS Installation of ICE (Per MFP) - #PS-INST-ICE	\$198.95	\$5.44	780
Equipment Totals	\$6,607.36	\$176.24	
Service (10,000 B/W impressions monthly @ \$0.0069) (Overages billed quarterly @ \$0.0069)		\$69.00	430
Service (4,100 Color impressions monthly @ \$0.0428) (Overages billed quarterly @ \$0.0428)		\$175.48	430

GRAND TOTAL PER MONTH \$420.72

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).

6 MONTHS REMAINING IN FISCAL YEAR: 07/01/18-12/31/18

State of Texas DIR Contract Number: DIR-TSO-3041

48 MONTH LEASE AND SERVICE TERM

GOLD SERVICE INCLUDES: PARTS, LABOR, TONER & STAPLES

*To the extent permitted by the laws and Constitution of The State of Texas, equipment is to be leased in accordance with the terms and condition of State of Texas Department of Information Resources Contract No. DIR-TSO-3041 Appendix D Master Lease Agreement. It is acknowledged and agreed that this Purchase Order constitutes a "Schedule" as defined in the Master Lease Agreement.

Overages Billed Quarterly. B&W @ \$0.0069 and Color @ \$0.0428.

Includes Full and Final Upgrade and Payoff of Contract: 429301- 3236800

*Bill To / Ship To:

Hidalgo County – Purchasing Department

2802 U.S. 281 Business

Edinburg, TX 78539

Contact: Nielda Cavazos/ Phone: 956-318-2626

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www.ricoh-usa.com

Please direct any questions on this proposal to:

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Purchase / Lease / Full Maintenance

Schedule B to Ricoh Master Pricing Agreement

Terms & Conditions to be added to Ricoh Master Agreement.

Prices are in US Dollars and apply to US and Canada. All prices are net of the Ricoh Master Agreement. For more information, contact Ricoh.

Ricoch Product Code EDP	Copies Prints Developments Per Minute	Ricoch Equipment and Options Prices Per Unit B&W - MULTIFUNCTION	Jan-18	Contract	FMV	FMV	FMV	FMV	Base Clicks	Base Frequency	B&W Allowance
			Suggested Retail Price	Equipment Purchase Price	Lease 24 Monthly Payments	Lease 36 Monthly Payments	Lease 48 Monthly Payments	Lease 60 Monthly Payments			
417998	45 B&W / 45 Color	MP C4504EX	\$18,050.00	\$3,675.85	\$182.16	\$127.78	\$104.96	\$92.13			
418009		MP C6004EX	\$22,915.00	\$5,808.24	\$267.47	\$187.62	\$154.12	\$135.28			MTH
006428MIU	60 B&W / 60 Color	ESP XG-PCS-1SD (120 Volt, 15 Amp)	240.00	151.13	6.67	4.68	3.84	3.37			
PS-NW50BC4		Network & Scan Connect - Seg BC4	428.00	250.00	11.04	7.74	6.36	5.59			
417585		1 Bin Tray BN3110	558.00	221.55	9.79	6.66	5.64	4.95			
417485		Banner Paper Guide Tray Type M19	915.00	342.11	15.10	10.60	8.70	7.64			
417484		Booklet Finisher SR3220	3,055.00	1,133.44	50.04	35.10	28.83	25.31	\$17.00		MTH
417488		Booklet Finisher BR3240	4,755.00	1,588.90	70.59	49.52	40.66	35.70	\$24.00		MTH
417587		Bridge Unit BU5070	265.00	82.62	3.95	2.59	2.10	1.84			
100478FNG		Cabinet Type F	250.00	102.77	4.54	3.18	2.61	2.29			
416737		Caster Table Type M3	270.00	108.81	4.80	3.37	2.77	2.43			
417483		Finisher SR3210	1,765.00	720.36	31.80	22.31	18.33	16.69			
417487		Finisher SR3230	3,315.00	1,210.01	53.42	37.47	30.78	27.02			
417497		Imageable Area Extension Unit Type M19	65.00	35.29	1.69	1.19	0.97	0.85			
417588		Internal Finisher BR3130	1,455.00	409.05	18.06	12.67	10.41	9.13			
416550		Internal Sheet Tray SR3070	498.00	193.22	7.21	5.06	4.15	3.64			
416548		LCIT RT3030 (1500 Sheet)	1,510.00	513.83	22.69	15.91	13.07	11.47			
MX417498RA		Memory Unit Type M19 4GB	425.00	160.00	7.06	4.96	4.07	3.57			
408116		LCIT PB3260	1,809.00	503.88	22.25	15.61	12.82	11.25			
408114		Paper Feed Unit PB3250	750.00	228.18	10.12	7.10	5.83	5.12			
408112		Paper Feed Unit PB3240	1,040.00	458.42	20.28	14.23	11.69	10.26			
416615		Punch Unit PU3040 NA	333.00	266.99	11.79	8.27	6.79	5.96			
416609		Punch Unit PU3050 NA	650.00	223.67	9.87	6.93	5.69	4.98			
416612		Punch Unit PU3060 NA	533.00	223.67	9.87	6.93	5.69	4.99			
417519		Fax Accessories									
MX417518RA		Fax Connection Unit Type M20	205.00	110.83	4.89	3.43	2.82	2.47			
417531		Fax Memory Unit Type M19 64MB	65.00	37.28	1.65	1.15	0.95	0.83			
417533		Fax Option Type M20	1,295.00	350.61	15.48	10.86	8.92	7.83			
		G3 Interface Unit Type M20	845.00	365.72	16.15	11.33	9.30	8.17			
417507		Print / Scan Option Accessories									
415814		Camera Direct Print Card Type M19	255.00	25.19	1.11	0.76	0.64	0.56			
417566		Card Reader Bracket Type 3352	160.00	60.45	2.67	1.87	1.54	1.35			
417508		Extended USB Board Type M19	375.00	140.00	6.18	4.34	3.56	3.13			
417596		File Format Converter Type M19	739.00	204.52	9.03	6.33	5.20	4.57			
417598		IEEE 1284 Interface Board Type M19	126.00	47.35	2.09	1.47	1.20	1.06			
417493		IEEE 802.11a/g/n Interface Unit Type M19	730.00	304.27	13.43	9.42	7.74	6.79			
417524		IPDS Unit Type M20	1,645.00	674.45	32.21	23.00	18.45	15.75			
416586		OCR Unit	101.00	51.38	2.27	1.59	1.31	1.15			
417428		Postscript3 Unit Type M33	339.00	128.32	5.58	3.91	3.21	2.82			
418055		XP3 Direct Print Option Type M19	559.00	429.20	18.95	13.29	10.92	9.58			
417501		XP3 Direct Print Option Type M19	115.00	42.11	1.86	1.30	1.07	0.94			
404602		Flery Options									
417925		Auto Trap TYPE FS-100	725.00	526.92	23.26	16.32	13.40	11.77			
404751		Flery Controller E-23C	6,278.00	2,337.89	104.10	73.02	59.58	52.45	\$29.00		MTH
404750		EPI Compose Type FS150	2,065.00	1,733.81	76.55	53.70	44.11	38.72			
007183MIU		EPI Impose Type FS150	4,011.00	3,479.91	153.64	107.77	88.53	77.71			
007091MIU		EPI Productivity Pack for Flery E22b E22c	5,000.00	3,065.82	135.36	94.95	77.99	68.46			
007095MIU		Flery GFS v4	3,200.00	2,343.45	109.46	72.58	59.62	52.33	\$15.00		MTH
404600		Flery ES-2000 Spectrophotometer	1,294.75	942.01	41.59	29.17	23.96	21.04	\$6.00		MTH
404601		Hot Folders TYPE FS-100	725.00	526.92	23.26	16.32	13.40	11.77			
		Spot On Type FS100	725.00	526.92	23.26	16.32	13.40	11.77			
417499		Security & Misc. Accessories									
417578		DataOverwriteSecurity Unit Type M19	475.00	196.48	8.76	6.15	5.05	4.43			
100268FNG		External Keyboard Bracket Type M19	55.00	38.29	1.69	1.19	0.97	0.85			
417573		External USB Keyboard (No bracket)	70.00	40.30	1.78	1.25	1.03	0.90			
417111		HFC Card Reader Type M19	209.00	127.37	5.62	3.94	3.24	2.81			
417595		Optional Counter Interface	\$1.00	29.22	1.29	0.90	0.74	0.65			
415620		Smart Card Reader Built-in Unit Type M19	195.00	42.32	1.87	1.31	1.06	0.94			
		Embedded HotSpot Type 5	551.00	386.88	16.48	13.19	10.58	9.00			
		Lease Return	250.00	-	-	-	-	-			
EQ-RETURN-SEQ2PLUS		Ricoh ICE Office Package 4 Year Subscription INC4YR	874.00	742.71	35.47	25.33	20.31	17.34			
ICEOFC-4YR-PS1		TS Installation of ICE (Per MFY)	210.00	198.95	9.50	6.78	5.44	4.65			
PS-BST-ICE											
			GRAND TOTAL PURCHASE PRICE	\$6,607.36		48 MONTH LEASE PAYMENT	\$176.24				10,000 B&W CLICKS MONTHLY @ \$0.0069

392.857

PURCHASE ORDER (SAMPLE)
COUNTY OF HIDALGO

Vendor: 211567
Ricoh USA
PO BOX 650073
DALLAS, TX 75265

Quantity	Unit	Description	Unit Price	Amount
06 MONTHS REMAINING IN FISCAL YEAR: 07/01/18-12/31/18				
DIR-TSO-3041				
LEASE AND SERVICE TERM 48 MONTHS				
GOLD SERVICE INCLUDES: PARTS, LABOR, TONER & STAPLES				
*To the extent permitted by the laws and Constitution of The State of Texas, equipment is to be leased in accordance with the terms and conditions of State of Texas Department of Information Resources Contract No. DIR-TSO-3041 Appendix D Master Lease Agreement. It is acknowledged and agreed that this Purchase Order constitutes a "Schedule" as defined in the Master Lease Agreement.				
Includes Full and Final Upgrade and Payoff of Contract: 429301- 3236800				
*Bill To/Ship To:				
Hidalgo County Of				
Hidalgo County – Purchasing Department				
2802 U.S. 281 Business				
Edinburg, TX 78539				
Contact: Nielda Cavazos/ Phone: 956-318-2626				
6	MONTH	NEW 48 MONTH (CAPITAL LEASE FOR A RICOH MPC4504EX #417998 WITH SERVICE)	\$104.96	\$629.78
6	MONTH	ESP XG-PCS-15D	\$3.84	\$23.04
6	MONTH	Network Print/Scan Connection (Seg. BC4) - PS-NWSCBC4	\$6.36	\$38.16
6	MONTH	Bridge Unit BU3070	\$2.10	\$12.60
6	MONTH	Finisher SR3210	\$18.33	\$109.98
6	MONTH	Paper Feed Unit PB3240	\$11.69	\$70.14
6	MONTH	OCR Unit	\$3.21	\$19.26
6	MONTH	Ricoh ICE Office Package - #ICEOFC-4YR-PS1	\$20.31	\$121.86
6	MONTH	TS Installation of ICE (Per MFP) - #PS-INST-ICE	\$5.44	\$32.64
6	MONTH	Service (10,000 B/W impressions monthly @ \$0.0069)	\$69.00	\$414.00
6	MONTH	Service (4,100 Color impressions monthly @ \$0.0428)	\$175.48	\$1,052.88
1	LOT	OVERAGES BILLED QUARTERLY - B/W @ \$0.0069 and Color @ \$0.0428	\$100.00	\$100.00
Total			\$520.72	\$2,624.34

BUDGET
CODE

780
780
780
780
780
780
780
780
780
780
780
430
430
610

1057.45
5466.98

2624.32