

Ref. 3910 38  
3910 40  
3910 41

## Texas Department of Information Resources

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### Xerox Corporation

**Vendor ID**  
11604680204

**URL**  
Vendor Website

**HUB Type**  
Non HUB

**DIR Contract Number**  
DIR-TSO-3043  
**Contract Term End Date**  
6/16/2019  
**Contract Exp Date**  
6/16/2019

#### Contact Xerox Corporation

**Contact**  
Ann Russo  
**Phone**  
(503) 582-7669  
**Fax**  
N/A

**Contact DIR**  
**Contact**  
Linda Hart  
**Phone**  
(512) 936-1775  
**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 \(162.19KB\)](#)
- [DIR-TSO-3043 Appendix A Standard Terms and Conditions \(Per Amendment 6\) PDF \(418.85KB\)](#)
- [DIR-TSO-3043 Appendix B HUB Subcontracting Plan \(Approved on 06-25-2018\) PDF \(1.22MB\)](#)
- [DIR-TSO-3043 Appendix C Pricing Index \(per Amendment 6\) PDF \(5.98MB\)](#)

# Requisition

Req # 00391041

PO #

Date: 03/28/19

**Bill To:**

**Vendor :** 42129  
 XEROX CORPORATION  
 P.O. BOX 802555  
 CHICAGO IL 60680-2555

**Ship To:** COUNTY TREASURER  
 2810 S. BUSINESS HWY 281  
 EDINBURG TX 78539-6243

**Contact:** Roy Cazares  
 956-318-2506

**Contract No:** Contract # DIR-TSO

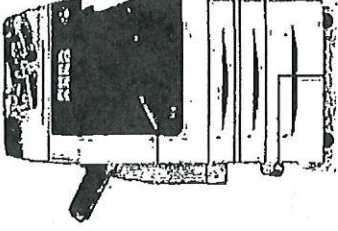
**Special Instructions:**

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		Xerox B405DN DIR Contract # DIR-TSO-3043 April - December 2019 DO NOT DUPLICATE ORDER		
9.00	MONTH	New 36 Month Lease for a Xerox B405DN/Anaylst Services with Carrier Deliver and Installation	33.47	301.23
9.00	MONTH	Stand with Storage	9.86	88.74
9.00	MONTH	Additional 550 Sheet Tray	4.98	44.82
9.00	MONTH	Additional 550 Sheet Tray	4.98	44.82
9.00	MONTH	Service (Includes 20,000 B/W Impressions Monthly)	27.00	243.00
9.00	MONTH	Overage Billed Monthly-B/W @ \$0.0149	3.00	27.00
		<u>Account No</u>	<u>Encumbrance</u>	
		9-1100-415-16-150-001-0-430	243.00	
		9-1100-415-16-150-001-0-610	27.00	
		9-1100-415-16-150-001-0-780	479.61	
			Freight	.00
			Total	749.61
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233		

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

Xerox  
 DIR Contract# DIR-TSO-3043  
 Prepared for Hidalgo County

Bill To & Install:  
 County of Hidalgo  
 Treasurer's Office  
 2810 S Business Hwy 281  
 Edinburg, TX 78539  
 Trade-In:  
 C7X244938



Xerox B405DN 36 MONTHS LEASE

Quantity	Unit	Description	Unit Price	Amount	Budget Code	Cash Price
Month	New 36 Month Lease for a Xerox B405DN / Analyst Services		\$33.47		780	\$1,089.00 ✓
Month	Carrier Deliv/Instal		\$0.00		780	\$150.00 ✓
Month	Stand with Storage		\$9.86		780	\$299.00 ✓
Month	Additional 550 Sheet Tray		\$4.98		780	\$199.00 ✓
Month	Additional 550 Sheet Tray		\$4.98		780	\$199.00 ✓
Month	Service (Includes 20,000 B/W Impressions Monthly)		\$27.00		430	
Lot	Overages Billed Monthly - 8/W@ \$0.0149				610	
			Monthly Lease Price	\$80.29		
Equipment Total Cash Price						\$1,936.00 ✓

(Includes All Supplies and Service. Excludes Paper) Contract Includes Delivery & Installation

**XEROX**

Texas Department of Information Resources  
 DIR CONTRACT NUMBER: DIR-TSO-3043 (Per Amendment 6)  
 APPENDIX C, PRICING INDEX

Pub. 391141

XEROX CORPORATION

Volume Band M2					
Manufacturer, Model, Features, Description	Part Number	No. of Avg. Pages Per Minute (PPM)	MSRP	DIR Customer Discount % from MSRP	Customer Purchase Price EACH/Unit (MSRP-Discout)
AltaLink B8045 Multifunction Copier/Printer/Color Scanner with 200 Sheet SPDH, 4 trays (4,600 sheets), 100 sheet Bypass Tray, 4GB Memory, Network Accounting Enablement, Server Fax Enablement, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security, Cisco TrustSec), EIP, Scanning Kit, PostScript, Xerox Copier Assistant Enablement, Initialization Kit	B8045H	45	\$15,252.00	66.59%	\$5,096.00
Equipment Monthly Lease Payment	24 Mo	36 Mo	48 Mo	60 Mo	
	Not Available	\$154.12	\$120.89	\$101.05	Lease prices require addition
Annual Maintenance Including all Supplies for Purchase & Leased Device	Monthly Base Maintenance \$	Copy Allowance (Number of Copies Included)	Overage Rate (4 decimals)	CPC for Monthly Base Maintenance (4 decimals)	
Year 1	\$ 55.00	20,000	\$0.0045	N/A	Pooling not available for renta.
Year 2	\$ 55.00	20,000	\$0.0045	N/A	
Year 3	\$ 55.00	20,000	\$0.0045	N/A	
Year 4	\$ 55.00	20,000	\$0.0045	N/A	
Year 5	\$ 55.00	20,000	\$0.0045	N/A	
Volume Band M2					
Manufacturer, Model, Features, Description	Part Number	No. of Avg. Pages Per Minute (PPM)	MSRP	DIR Customer Discount % from MSRP	Customer Purchase Price EACH/Unit (MSRP-Discout)
VersaLink B405 BW Multifunction Printer, Print/Copy/Scan/Fax, Letter/Legal, up to 47PPM, 2-Sided Print, USB/Ethernet, 550-Sheet Paper Tray, 150-Sheet Multipurpose Tray, 60-Sht DADF (Single-Pass Duplex), 110V	B405DN	47	\$1,271.00	14.32%	\$1,089.00
Equipment Monthly Lease Payment	24 Mo	36 Mo	48 Mo	60 Mo	
	Not Available	\$33.47	\$26.25	\$21.94	Lease prices require addition
Annual Maintenance Including all Supplies for Purchase & Leased Device	Monthly Base Maintenance \$	Copy Allowance (Number of Copies Included)	Overage Rate (4 decimals)	CPC for Monthly Base Maintenance (4 decimals)	
Year 1	\$ 27.00	20,000	\$0.0149	N/A	Pooling not available for renta.
Year 2	\$ 27.00	20,000	\$0.0149	N/A	
Year 3	\$ 27.00	20,000	\$0.0149	N/A	
Year 4	\$ 27.00	20,000	\$0.0149	N/A	
Year 5	\$ 27.00	20,000	\$0.0149	N/A	
Volume Band M2					
Manufacturer, Model, Features, Description	Part Number	No. of Avg. Pages Per Minute (PPM)	MSRP	DIR Customer Discount % from MSRP	Customer Purchase Price EACH/Unit (MSRP-Discout)
Xerox WorkCentre 3655 Black and White MFP, Print/Copy/Scan/Fax, up to 47ppm, Letter/Legal, USB/Ethernet, 550-Sheet Tray, Automatic 2-Sided Printing, 110V. Includes DRCINST-Carrier Delivery & Install	WC3655X DRCINST	47	\$3,521.00	48.37%	\$1,818.00
Equipment Monthly Lease Payment	24 Mo	36 Mo	48 Mo	60 Mo	
	Not Available	\$55.83	\$43.79	\$36.60	Lease prices require addition
Annual Maintenance Including all Supplies for Purchase & Leased Device	Monthly Base Maintenance \$	Copy Allowance (Number of Copies Included)	Overage Rate (4 decimals)	CPC for Monthly Base Maintenance (4 decimals)	
Year 1	\$ 35.00	20,000	\$0.0045	N/A	Pooling not available for renta.
Year 2	\$ 35.00	20,000	\$0.0045	N/A	
Year 3	\$ 35.00	20,000	\$0.0045	N/A	
Year 4	\$ 35.00	20,000	\$0.0045	N/A	
Year 5	\$ 35.00	20,000	\$0.0045	N/A	
Volume Band M2					
Manufacturer, Model, Features, Description	Part Number	No. of Avg. Pages Per Minute (PPM)	MSRP	DIR Customer Discount % from MSRP	Customer Purchase Price EACH/Unit (MSRP-Discout)
Xerox WC 5945 Multifunction Copier/Printer/Color Scan, 200 Sheet SPDH, 4T (4,600 sheets), 100 Sheet Bypass, 2GB, Network Acc, Server Fax, Internet Fax, Data Sec (Image Overwrite, Encryption, McAfee Enhanced Security, Cisco TrustSec), EIP, Scan Kit, PostScript and OFFICEFIN -Office Finisher 50 Sheet Stapler	5945APT OFFICEFIN	45	\$18,965.00	73.13%	\$5,096.00
Equipment Monthly Lease Payment	24 Mo	36 Mo	48 Mo	60 Mo	
	Not Available	\$154.12	\$120.89	\$101.05	Lease prices require addition
Annual Maintenance Including all Supplies for Purchase & Leased Device	Monthly Base Maintenance \$	Copy Allowance (Number of Copies Included)	Overage Rate (4 decimals)	CPC for Monthly Base Maintenance (4 decimals)	
Year 1	\$ 55.00	20,000	\$0.0045	N/A	

Req. 391041

Texas Department of Information Resources  
 DIR CONTRACT NUMBER: DIR-TSO-3043 (Per Amendment 6)  
 APPENDIX C, PRICING INDEX

XEROX CORPORATION

Print, Scan, Facsimile, 3D Printers and Related Services for Stand-Alone Devices	Part Number	MSRP	DIR Discount % off MSRP	DIR Discounted Price (MSRP - Discount %)
Xerox DocuMate 4799 1-Yr Advanced Exchange	614N09387	\$849.00	22.26%	\$660.00
Xerox DocuMate 4799 3-Yr Advanced Exchange	614N09389	\$2,399.00	22.34%	\$1,863.00
Xerox DocuMate 4799 5-Yr Advanced Exchange	614N09391	\$4,499.00	22.36%	\$3,493.00
Xerox DocuMate 4790 1-Yr Advanced Exchange	614N09409	\$799.00	20.28%	\$637.00
Xerox DocuMate 4790 3-Yr Advanced Exchange	614N09407	\$2,249.00	20.28%	\$1,793.00
Xerox DocuMate 4790 5-Yr Advanced Exchange	614N09409	\$3,999.00	20.28%	\$3,188.00
Xerox DocuMate 4440 1-Yr Advanced Exchange	614N09698	\$99.00	21.21%	\$78.00
Xerox DocuMate 4440 3-Yr Advanced Exchange	614N09700	\$249.00	22.09%	\$194.00
Xerox DocuMate 4440 5-Yr Advanced Exchange	614N09702	\$449.00	22.27%	\$349.00
Xerox DocuMate 6460 1-Yr Advanced Exchange	614N14994	\$99.00	21.21%	\$78.00
Xerox DocuMate 6460 3-Yr Advanced Exchange	614N14996	\$249.00	22.49%	\$193.00
Xerox DocuMate 6460 5-Yr Advanced Exchange	614N14997	\$449.00	22.72%	\$347.00
Xerox DocuMate 6440 1-Yr Advanced Exchange	614N14297	\$69.00	23.19%	\$53.00
Xerox DocuMate 6440 3-Yr Advanced Exchange	614N14298	\$159.00	22.01%	\$124.00
Xerox DocuMate 6440 5-Yr Advanced Exchange	614N14299	\$249.00	22.49%	\$193.00
Xerox DocuMate 3125 1-Yr Advanced Exchange	614N09710	\$69.00	20.29%	\$55.00
Xerox DocuMate 3125 3-Yr Advanced Exchange	614N09712	\$159.00	22.01%	\$124.00
Xerox DocuMate 3125 5-Yr Advanced Exchange	614N09714	\$249.00	22.09%	\$194.00
Xerox DocuMate 3220 1-Yr Advanced Exchange	614N09728	\$69.00	20.29%	\$55.00
Xerox DocuMate 3220 3-Yr Advanced Exchange	614N09730	\$159.00	22.01%	\$124.00
Xerox DocuMate 3220 5-Yr Advanced Exchange	614N09732	\$249.00	22.09%	\$194.00
Xerox DocuMate 3115 1-Yr Advanced Exchange	614N09752	\$69.00	20.29%	\$55.00
Xerox DocuMate 3115 3-Yr Advanced Exchange	614N09754	\$159.00	22.01%	\$124.00
Xerox Duplex Travel Scanner 1-Yr Advanced Exchange	614N15112	\$59.00	22.03%	\$46.00
Xerox Duplex Travel Scanner 3-Yr Advanced Exchange	614N15114	\$139.00	23.02%	\$107.00
Xerox Scanner Services				
1 Preventive Maintenance visit - A visit includes cleaning service, inspection, installation of consumables (Roller assembly), 1 hour labor, and travel time. For Xerox DocuMates 4790 and 4799 only.	614N10239	\$695.00	13.67%	\$600.00
3 Preventive Maintenance visits - Visits include cleaning service, inspection, installation of consumables (Roller assembly), 1 hour labor, and travel time each. For Xerox DocuMates 4790 and 4799 only.	614N10240	\$2,095.00	13.75%	\$1,807.00
11 Preventive Maintenance visits - Visits include cleaning service, inspection, installation of consumables (Up to 3 roller assemblies), 1 hour labor, and travel time each. For Xerox DocuMates 4790 and 4799 only. THIS DOES NOT INCLUDED 11 ROLLER ASSEMBLIES.	614N10241	\$4,995.00	13.73%	\$4,309.00
ACCESSORIES AND SUPPLIES	Part Number	MSRP	DIR Discount % off MSRP	DIR Discounted Price (MSRP - Discount %)
<b>Xerox B400DN Accessories:</b>				
Next Day Air Delivery to Customer	1DAYAIR2	\$85.00	0.00%	\$85.00
Carrier Delivery & Install	DRCINST	\$150.00	0.00%	\$150.00
Wireless Accessory	WIFIVL	\$56.00	12.50%	\$49.00
Productivity Kit with 16GB SSD	6RX	\$343.00	12.83%	\$299.00
550 Sheet Feeder	PHTRAY1	\$230.00	13.48%	\$199.00
550 Sheet Feeder	PHTRAY2	\$230.00	13.48%	\$199.00
550 Sheet Feeder	PHTRAY3	\$230.00	13.48%	\$199.00
RFID Kit	RFIDKIT	\$219.00	0.00%	\$219.00
Sland with Storage	STNDSTORE	\$343.00	12.83%	\$299.00
<b>Xerox C400DN Accessories:</b>				
Next Day Air Delivery to Customer	1DAYAIR2	\$85.00	0.00%	\$85.00
Carrier Delivery & Install	DRCINST	\$150.00	0.00%	\$150.00
Wireless Accessory	WIFIVL	\$56.00	12.50%	\$49.00
Productivity Kit with 320GB HDD	7RX			\$299.00

## Lease Calculator

Fixed Rate	Fixed Pay
Asset Value	<input type="text" value="1936"/>
Residual Value	<input type="text" value="0"/>
Lease Term	<input type="text" value="0"/> years
	<input type="text" value="36"/> months
Monthly Payment	<input type="text" value="53.29"/>
<input type="button" value="Calculate"/>	

Result

With this monthly payment, the interest/return rate is **negative**.

Principal  
 Interest



### Related

[Auto Lease Calculator](#) | [Auto Loan Calculator](#)

### What is a Lease?

A lease is a contract made between a lessor (the legal owner of the asset) and a lessee (the person who wants to use the asset) for the use of an asset, bound by rules intended to protect both parties. In a typical contractual agreement, the lessee obtains the right to use an asset or multiple assets belonging to the lessor for a specific term in return for regular rental payments. Leasing is often associated with living spaces, working spaces, and cars, but mostly anything that can be owned can be leased. Other examples of leasable items include storage, conveyor belts, lighting, furnishings, software, server hardware, aircraft, cleaning equipment, and many more.

### Rent vs Lease

Although they are often used interchangeably, "lease" and "rent" technically have different meanings. By definition, a lease refers to the contractual agreement or contract itself, while rent refers to the periodic payment for the use of an asset. In neither case is equity of the asset being rented or leased actually gained.

### Residual Value

Residual value, sometimes called salvage value, is an estimate of how much an asset will be worth at the end of its lease. It is most commonly associated with car leasing. As an example, a car worth \$20,000 that is leased for 3 years can have a residual value of \$10,000 when the lease ends. Residual value is not exclusive to car leases, but can be leases of any type of asset, as long as it depreciates and can be sold at value once again. For most assets, the longer the lease period, the lower the residual value. One exception to this is real estate assets, which may have higher residual values after the lease period. The term "residual value" is also often used to refer to the value of an asset after depreciation. For more information or to do calculations involving depreciation, use the [Depreciation Calculator](#).

### Leasing a Car

Auto leases enable people to drive new cars for a short term while under warranty, and without the financial burden associated with new car purchases. However, it generally costs more to lease a new car for a specific time period than it does to own it (assuming the cost of ownership is prorated over its expected life). Leasing used cars is possible, but not as prevalent. There are many factors to consider in an auto lease, such as the initial down payment, the amount of the monthly payment, the term of the lease, and the average accumulated miles in a year. One characteristic that is unique to car leasing is something called the money factor, which is an alternative method of presenting the amount of interest charged on a lease with monthly payments. Money factor, sometimes called "lease factor" or "lease fee," can be translated into the more common annual percentage rate (APR) by multiplying it by 2,400.

Monthly payments are mainly based on the difference between the cost of the new automobile (transaction price or capitalized cost), and what the car is forecasted to be worth at the end of the leasing period (residual value). Security deposits will most likely be required at signing. Additional charges may be imposed by dealers, so discuss all financing carefully before agreeing to a car leasing contract. Some lease contracts allow for the lessee to purchase the leased vehicle after the end of the lease. For more information or to do calculations regarding auto leases, use the [Auto Lease Calculator](#).

### Renting vs Leasing Cars

### Financial Calculators

<a href="#">Mortgage</a>	<a href="#">Loan</a>
<a href="#">Auto Loan</a>	<a href="#">Interest</a>
<a href="#">Real Estate</a>	<a href="#">Take-Home-Paycheck</a>
<a href="#">Payment</a>	<a href="#">Retirement</a>
<a href="#">Amortization</a>	<a href="#">Investment</a>
<a href="#">Currency</a>	<a href="#">Personal Loan</a>
<a href="#">Inflation</a>	<a href="#">Lease</a>
<a href="#">Finance</a>	<a href="#">Mortgage Payoff</a>
<a href="#">Refinance</a>	<a href="#">Budget</a>
<a href="#">Income Tax</a>	<a href="#">More Financial Calculators</a>

[Financial](#) | [Fitness and Health](#) | [Math](#) | [Other](#)



Zimbra

elena.gomez@co.hidalgo.tx.us

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**Re: Approval for Xerox req. 391038-391041-391040 (Treasurers) & Ricoh Req 390351 (430th DC)**

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**From :** Audrey Ochoa <audrey.ochoa@co.hidalgo.tx.us> Thu, Mar 28, 2019 01:37 PM  
**Subject :** Re: Approval for Xerox req. 391038-391041-391040 (Treasurers) & Ricoh Req 390351 (430th DC)  
**To :** elena gomez <elena.gomez@co.hidalgo.tx.us>  
**Cc :** noah lopez <noah.lopez@co.hidalgo.tx.us>

Yes ma'am, those are good to go!

Thank you,

---

**Audrey Ochoa, MPA**  
*Systems Project Manager*  
Information Technology  
Hidalgo County  
P: 956.292.7010 ext.6007  
E: audrey.ochoa@co.hidalgo.tx.us

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**From:** "elena gomez" <elena.gomez@co.hidalgo.tx.us>  
**To:** "noah lopez" <noah.lopez@co.hidalgo.tx.us>, "audrey ochoa" <audrey.ochoa@co.hidalgo.tx.us>  
**Sent:** Thursday, March 28, 2019 1:32:26 PM  
**Subject:** Approval for Xerox req. 391038-391041-391040 (Treasurers) & Ricoh Req 390351 (430th DC)

Good afternoon,

Attached for your approval are 4 requisitions for the leasing of copiers (3 for Xerox- treasurers and 1 for Ricoh-430th DC). i would like to place on our next CC agenda for approval, please advice.

Thank you

**Sincerely,**

**Elena Gomez, Contract Specialist II**  
**Hidalgo County Purchasing Department**  
**2812 South Bus Hwy 281**

391041

# CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.  
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

### OFFICE USE ONLY CERTIFICATION OF FILING

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

Xerox Corporation  
Norwalk , CT United States

Certificate Number:  
2019-471115

Date Filed:  
04/02/2019

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Hidalgo County

Date Acknowledged:

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

DIR-TSO-3043  
ID Req 391041 V16567

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary

5 Check only if there is NO Interested Party.

### 6 UNSWORN DECLARATION

My name is Ann Russo, and my date of birth is 8/15/1961.

My address is 3600 Hayden Road, Suite 3510, Scottsdale, AZ, 85251, USA.  
(street) (city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in Maricopa County, State of AZ, on the 2 day of April, 20 19.  
(month) (year)

*Ann Russo*

\_\_\_\_\_  
Signature of authorized agent of contracting business entity  
(Declarant)

# CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.  
 Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

## OFFICE USE ONLY CERTIFICATION OF FILING

**1 Name of business entity filing form, and the city, state and country of the business entity's place of business.**  
 Xerox Corporation  
 Norwalk , CT United States

Certificate Number:  
 2019-471115

Date Filed:  
 04/02/2019

**2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.**  
 Hidalgo County

Date Acknowledged:  
 04/02/2019

**3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.**  
 DIR-TSO-3043  
 ID Req 391041 V16567

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary

5 Check only if there is NO Interested Party.

**6 UNSWORN DECLARATION**

My name is \_\_\_\_\_, and my date of birth is \_\_\_\_\_.

My address is \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_.  
(street) (city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in \_\_\_\_\_ County, State of \_\_\_\_\_, on the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.  
(month) (year)

\_\_\_\_\_  
 Signature of authorized agent of contracting business entity  
 (Declarant)