ITEM: XEROX COLOR DIGITAL COPIER EQUIPMENT, MAINTENANCE AND SUPPLIES – STATEWIDE COVERAGE
(SEGMENTS 3, 4A, 4B, 5 ONLY)

VENDOR: 08670B - A XEROX CORPORATION
675 EAST 500 SOUTH, SUITE 200
SALT LAKE CITY UT 84102

FOR SALES AND SERVICE,
PLEASE CONTACT XEROX DEALERS DIRECT.
LIST IS ATTACHED.

INTERNET ADDRESS: www.xerox.com

TELEPHONE: (801) 440-8337 OR (801) 535-8516

FAX NUMBER: (801) 535-8516

CONTACT: CURT HOPFENBECK

EMAIL: Curtis.Hopfenbeck@xerox.com

BRAND/TRADE NAME: XEROX

PRICE: SEE ATTACHED PRICE LIST

TERMS: NET 30

EFFECTIVE DATES: 05/06/2008 THROUGH 06/30/2011
(Potential Contract Renewals through 06/30/2013)

DAYS REQUIRED FOR DELIVERY: 10 BUSINESS DAYS ARO

ORIGINATING SOLICITATION: BV8912

STATE AGENCIES - TO USE THIS CONTRACT PRE-AUTHORIZATION IS REQUIRED.
POLITICAL SUBDIVISIONS, HIGHER ED, PUBLIC ED – NO PRE-AUTHORIZATION IS REQUIRED.
STATE AGENCIES - TO USE THIS CONTRACT PRE-AUTHORIZATION IS REQUIRED.

1. All State Agencies are required to compare a minimum of three digital copier contracts and then make their purchasing determination based on a best value analysis taking in consideration their individual needs including, but not limited to, price, customer service, maintenance, delivery, etc.

2. State Agencies must then complete the 63A-2-105 Copier Request Form and submit to Brian Jensen (with comparison documentation) for approval prior to ordering any copier from the contractor. Please fax your copier request form to Brian Jensen at (801) 537.9240. A copy of the copier request form is located at the end of this contract information sheet.

All copier pricing is F.O.B. destination with installation, training and initial “start up” supplies included (no separate charges allowed).

Trade-In Values
Trade-ins will be negotiated on a case-by-case basis. There are no removal fees for trade-in equipment.

Start-up Supplies
All color copiers will be delivered with regular, full-size consumable supplies (EXCLUDING PAPER), which is included in the purchase price of the machine. “Less than full size” start-up kits are not acceptable.

Maintenance And Supplies
All maintenance will be performed by factory certified trained personnel. Equipment will be maintained to manufacturer’s specifications.

Maintenance includes labor, toner, developer, OEM parts, photo-receptor (drum) or master units and all consumables except for staples and paper.

Contractor will do periodic or preventive maintenance as specified by the manufacture’s guidelines. Contractor will perform an un-scheduled basic service and cleaning on all full-color copier, MF sold that have not received a service call within six months.

All consumable supplies provided will be OEM supplies.

Service Response Time
Service must be available between normal working hours of 8:00 am and 5:00 pm Monday-Friday, except normal holidays.

For Utah, Salt Lake, Davis, Weber, Cache, Summit and Wasatch counties
The contractor will adhere to a four (4) hour maximum response time on inoperable copiers and a six (6) hour maximum response time on operable service calls. (Copy quality problems may render a copier inoperable based on the customer’s needs.)

Service response time on all other out lying regions and counties
Service is to respond within no more then eight (8) hours an all service calls.

Copier loaner
In the event that any copier requires more then two (2) days down time, the contractor will provide a loaner immediately upon request from the requesting agency.
The servicing vendor or technician will call the customer with in one-half hour upon receipt of the service call giving the customer an estimated arrival time for service.

**Manufacturers Warranty**

The minimum manufacturers warranty period is 45 days from the “up-and running” installation date. The warranty is to be a full service warranty that includes all OEM parts, materials, all OEM consumable supplies (except for staples and paper) and labor.

**Demos**

Contractors must have their contracted model available for demonstration in the dealer’s showroom as well as trial machines available for optional in house demonstration upon request. Trial models must be available for a reasonable trial period of not less than one full work-week, unless otherwise requested. Because some aspects of a desired level of copy quality can be subjective, an acceptable level of copy quality is to be judged by the user.

**FINET COMMODITY CODES:**

60046 – COPY MACHINES, DIGITAL (INCLUDING PARTS & CONSUMABLE SUPPLIES)
93927 – COPIER MAINTENANCE AND REPAIR

THIS CONTRACT COVERS ONLY THOSE ITEMS LISTED IN THE PRICE SCHEDULE. IT IS THE RESPONSIBILITY OF THE AGENCY TO ENSURE THAT OTHER ITEMS PURCHASED ARE INVOICED SEPARATELY. STATE AGENCIES WILL PLACE ORDERS DIRECTLY WITH THE VENDOR (CREATING A PG IN FINET) AND MAKE PAYMENTS FOR THE SAME ON A PV REFERENCING THE ORIGINAL PG. AGENCIES WILL RETURN TO THE VENDOR ANY INVOICE WHICH REFLECTS INCORRECT PRICING.

**CONTRACT REVISION HISTORY:**

REVISION #1: CONTRACT HAS BEEN EXTENDED THROUGH 6/30/2011.
State of Utah Xerox Authorized Dealers

The following Companies are authorized to sell Xerox Equipment on the State of Utah contract. All invoices will be billed by Xerox Corporation.

Wasatch Document Solutions, Inc. Ogden
525 West 465 North, Ste. 110
Providence, Utah 84332
Casey Beck
435-787-2101
casey@wasatchds.com

XEROX CORPORATION
675 EAST 500 SOUTH, SUITE 200
SALT LAKE CITY UT 84102
Curt Hopfenbeck
Curtis.Hopfenbeck@xerox.com
Cell: (801) 440-8337
Fax: (801) 535-8516
Office: (801) 535-8516

The Document Group
525 West 5300 South, Ste. 220
Salt Lake City, Utah 84123
David Miller
801-685-2700
david@thedocumentgroup.us

Utah Document Solutions, Inc.
76 South 360 East
American Fork, Utah 84003
George Gastelo
810-216-4816
george@xuds.net

Western Business Systems
31 North 100 West
Vernal, Utah 84078
Dean Baker
435-781-0901
Dean.baker@xeroxsalesagent.com

Copiers Plus
415 North Main Street, Ste. 202
Cedar City, Utah 84720
Colette Cox
435-586-5335
cox@netutah.com
bruce.bennett@officesalesagent.com

Copiers Plus
720 South River Road , Ste. C125
St. George, Utah 84790
Colette Cox
435-652-8404
cox@netutah.com
bruce.bennett@officesalesagent.com
**Statewide COLOR Contract # AR408**

**Copy Speed 35 ppm B/W & COLOR**

**SEGMENT 3**

**Xerox WorkCentre**

**WorkCentre 7435**

35 ppm B/W

**Includes: Copy/Print/Scan**

- 3 Paper Trays: 3,140 Sheet Capacity
- 75 Sheet Document Feeder
- Up to 80ppm Scan Speed
- Secure Print
- ID Card Copy
- Automatic Duplex
- Office Finisher LX
- Print Resolution: 1200 x 2400 dpi
- Up to 11 x 17" Paper Capacity

**Total Configured Price:** $6,677

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**Optional Accessories**

<table>
<thead>
<tr>
<th>Accessory</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Finisher with Booklet Maker</td>
<td>$3,300.00</td>
</tr>
<tr>
<td>Integrated Office Finisher</td>
<td>$700.00</td>
</tr>
<tr>
<td>LX with Booklet Maker</td>
<td>$799.00</td>
</tr>
<tr>
<td>256 MB EPC Memory</td>
<td>$199.00</td>
</tr>
<tr>
<td>Single Line Fax Kit</td>
<td>$599.00</td>
</tr>
<tr>
<td>3 Line Fax plus IFAX</td>
<td>$1,495.00</td>
</tr>
<tr>
<td>Fiery EFI Controller</td>
<td>$3,495.00</td>
</tr>
<tr>
<td>Scan to PC Desktop ProV90 25 Seats</td>
<td>$445.00</td>
</tr>
<tr>
<td>EFI Impose</td>
<td>$2,250.00</td>
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<tr>
<td>EFI Spot On</td>
<td>$995.00</td>
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**Optional Accessories**

<table>
<thead>
<tr>
<th>Accessory</th>
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<tbody>
<tr>
<td>EFI Hotfolder</td>
<td>$995.00</td>
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<tr>
<td>Envelope Tray</td>
<td>$299.00</td>
</tr>
<tr>
<td>Foreign Interface Kit</td>
<td>$349.00</td>
</tr>
<tr>
<td>3-Hole Punch</td>
<td>$250.00</td>
</tr>
<tr>
<td>High Capacity Feeder</td>
<td>$800.00</td>
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<tr>
<td>Server Fax Kit</td>
<td>$795.00</td>
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<tr>
<td>Convenience Stapler</td>
<td>$299.00</td>
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<tr>
<td>Scan to PC Desktop ProV10</td>
<td>$2,255.00</td>
</tr>
<tr>
<td>USB Thumbprint</td>
<td>$299.00</td>
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</tbody>
</table>

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**Maintenance & Supplies**

Includes all labor, parts and toner

Does not include staples or paper supplies

**BLACK & WHITE Cost Per Copy (no monthly minimum)**: $0.0085

**COLOR Cost Per Copy (no monthly minimum)**: $0.0545

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First 60 days Service & Supplies included at no charge

"UNLIMITED COPIES"

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Curt Hopfenbeck, State & County

801-440-6337
Statewide COLOR Contract # AR408
Copy Speed 45 ppm B/W & 45 ppm Color

SEGMENT
4A

Xerox WorkCentre

WorkCentre 7545
45 ppm B/W & 45 ppm Color

Includes: Copy/Print/Scan
4 Paper Trays: 3,140 Sheet Capacity
75 Sheet Document Feeder
Up to 70 ppm Scan Speed
Secure Print
ID Card Copy
Automatic Duplex
Office Finisher LX
Print Resolution: 1200 x 2400 dpi
Up to 12 x 18” Paper Capacity

Total Configured Price: $7,104

Optional Accessories

<table>
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<tr>
<th>Optional Accessories</th>
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<tbody>
<tr>
<td>Professional Finisher</td>
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<tr>
<td>Scan to PC Desktop ProV9</td>
<td>$ 445.00</td>
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<tr>
<td>USB Parallel Print</td>
<td>$ 495.00</td>
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<td>Single Line Fax Kit</td>
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<td>$ 2,055.00</td>
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<td>USB Thumbprint</td>
<td>$ 299.00</td>
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</table>

Maintenance & Supplies
Includes all labor, parts and toner
Does not include staples or paper supplies

BLACK & WHITE Cost Per Copy (no monthly minimum) $ 0.0085
COLOR Cost Per Copy (no monthly minimum) $ 0.0495

First 60 days Service & Supplies included at no charge "UNLIMITED COPIES"

Copier Shown with accessories
Pricing includes delivery, installation and training

User Interface!

Curt Hopfenbeck, State & County
801-440-8337
Statewide COLOR Contract # AR408
Copy Speed 65 ppm B/W & COLOR

SEGMENT 5
Xerox WorkCentre
WorkCentre 7755
55 ppm B/W

Includes: Copy/Print/Scan
4 Paper Trays; 3,260 Sheet Capacity
250 Sheet Document Feeder
Up to 80ppm Scan Speed 2GB RAM 80GB HARD DRIVE
Secure Print
ID Card Copy
Automatic Duplex
Advanced Finisher 3 hole punch
Print Resolution: 2400 x 2400 dpi
Up to 13 x 19" Paper Capacity
Total Configured Price: $17,340

Optional Accessories

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<thead>
<tr>
<th>Optional Accessory</th>
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<tbody>
<tr>
<td>Professional Finisher with Booklet Maker 2/3 Hole</td>
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<td>High Cap Feeder</td>
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<td>USB Direct Print Kit</td>
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Maintenance & Supplies
Includes all labor, parts and toner
Does not include staples or paper supplies
BLACK & WHITE Cost Per Copy (no monthly minimum) $0.0061
COLOR Cost Per Copy (no monthly minimum) $0.0495

First 60 days Service & Supplies included at no charge "UNLIMITED COPIES"

Copier Shown with accessories
Pricing includes delivery, installation and 1st.

Curt Hopfenbeck, State & Com
801-440-8337
**Statewide COLOR Contract # AR408**

**Copy Speed** 65 ppm B/W & COLOR

**SEGMENT 5**

**Xerox WorkCentre**

**WorkCentre 7765**

65 ppm B/W

**Includes: Copy/Print/Scan**
- 4 Paper Trays: 3,260 Sheet Capacity
- 250 Sheet Document Feeder
- Up to 80ppm Scan Speed
- Secure Print
- ID Card Copy
- Automatic Duplex
- Advanced Finisher 3 hole punch
- Print Resolution: 2400 x 2400 dpi
- Up to 13 x 19" Paper Capacity

**Total Configured Price:** $17,492

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### Optional Accessories

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### Optional Accessories (continued)

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<tr>
<td>USB Direct Print Kit</td>
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**Maintenance & Supplies**

Includes all labor, parts and toner

Does not include staples or paper supplies

BLACK & WHITE Cost Per Copy (no monthly minimum)  $ 0.0061

COLOR Cost Per Copy (no monthly minimum)  $ 0.0495

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**Copier Shown with accessories**

Pricing includes delivery, installation and training

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**Curt Hopfenbeck, State & County**

801-440-8337
TO USE THE COPIER CONTRACTS, PRE-AUTHORIZATION IS REQUIRED.

1) All State Agencies are required to compare a minimum of three digital copier contractors for the appropriate segment and then make their purchasing determination based on a best value analysis taking in consideration their individual needs including, but not limited to, price, customer service, maintenance, delivery, etc.

2) State Agencies must then complete the 63A-2-105 Copier Request Form and submit it to Brian Jensen (with comparison documentation) for approval prior to ordering any copier from the contractor.

<table>
<thead>
<tr>
<th>DEPARTMENT</th>
<th>AGENCY</th>
<th>ADDRESS</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONTACT PERSON</td>
<td>PHONE</td>
<td>FAX</td>
</tr>
</tbody>
</table>

EXPLAIN THE CIRCUMSTANCES LEADING TO THE PURCHASE OF THE NEW COPIER

MINIMUM SPECIFICATIONS (FUNCTIONS/FEATURES) OF THE NEW COPIER

<table>
<thead>
<tr>
<th>COPIES PER MINUTE (CPM)</th>
<th>FIRST COPY SPEED (Seconds)</th>
<th>FEEDER/DOCUMENT HANDLER TYPE</th>
<th>MONTLY VOLUME</th>
</tr>
</thead>
<tbody>
<tr>
<td>PAPER CAPACITY (Sheets)</td>
<td>COPY THROUGHPUT (Paper Size and Weight)</td>
<td>COLLATING TYPE</td>
<td>STAPING TYPE</td>
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<tr>
<td>DUPLEXING</td>
<td>VARIABLE MAGNIFICATION</td>
<td>PRESENT REDUCTION/ENLARGEMENT</td>
<td>POWER REQUIREMENTS</td>
</tr>
<tr>
<td>1:2</td>
<td>2:2</td>
<td>2:1</td>
<td>% TO</td>
</tr>
<tr>
<td>OTHER</td>
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COPIER SELECTED

<table>
<thead>
<tr>
<th>MAKE AND MODEL</th>
<th>VENDOR</th>
<th>CONTRACT #</th>
</tr>
</thead>
<tbody>
<tr>
<td>PURCHASE PRICE</td>
<td>MAINTENANCE COST PER COPY</td>
<td>SUPPLY COST PER COPY</td>
</tr>
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CURRENT COPIER

<table>
<thead>
<tr>
<th>MAKE AND MODEL</th>
<th>PURCHASE DATE</th>
<th>PURCHASE PRICES</th>
</tr>
</thead>
</table>

WE HAVE REVIEWED THIS REQUEST AND DETERMINED IT WILL PROVIDE CLEAR BENEFIT TO THE STATE.

X

<table>
<thead>
<tr>
<th>DIVISION DIRECTOR'S SIGNATURE</th>
<th>PRINT NAME</th>
<th>DATE</th>
</tr>
</thead>
</table>

X

<table>
<thead>
<tr>
<th>DEPARTMENT DIRECTOR'S SIGNATURE</th>
<th>PRINT NAME</th>
<th>DATE</th>
</tr>
</thead>
</table>

☐ APPROVED  ☐ ADDITIONAL RECOMMENDATIONS ATTACHED

X

<table>
<thead>
<tr>
<th>PRINT SERVICES MANAGER'S SIGNATURE</th>
<th>PRINT NAME</th>
<th>DATE</th>
</tr>
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</table>