

MANAGED PRINT SERVICES
Confidential - For Program Use Only



Equipment Requirements: MID RANGE MODEL	Model #	Feature Included?	36 Month Lease	48 Month Lease	60 Month Lease	Notes	Model #	Feature Included?	36 Month Lease	48 Month Lease	60 Month Lease	Notes	Model #	Feature Included?	36 Month Lease	48 Month Lease	60 Month Lease	Notes	
Make and model with the following features:	KONICA MINOLTA						LEXMARK						CANON						
# of 500 sheet adjustable paper drawers	2						1						2						
100 sheet by-pass tray		yes						yes						yes					
25% - 400% reduction/enlargement		yes						yes						yes					
30 - 36 Pages per minute in black/white	KM 368E		\$136.29	\$114.46	\$92.14		XM1145		\$37.83	\$31.77	\$25.58	.0195 per print	4535		\$104.96	\$130.38	\$155.24		
30 - 36 Pages per minute in color	KM C368		\$183.19	\$153.85	\$123.86		XC4140		\$61.76	\$51.87	\$41.76	.012 B/W .085 color	C5635		\$238.73	\$200.49	\$161.40		
40 - 46 Pages per minute in black/white	KM 458E		\$142.71	\$119.86	\$96.49		XM1145		\$37.83	\$31.77	\$25.58	.0195 per print	4545		\$207.24	\$174.05	\$140.12		
40 - 46 Pages per minute in color	KM C458		\$259.68	\$218.09	\$175.57		XC4140		\$61.76	\$51.87	\$41.76	.012 B/W .085 color	C5540		\$260.35	\$218.66	\$176.03		
50 - 55 Pages per minute in black/white	KM 558E		\$230.91	\$193.93	\$156.12		XM3150		\$57.56	\$48.34	\$38.92	.0115 per print	4551		\$225.18	\$189.11	\$152.24		
50 - 55 Pages per minute in color	KM C558		\$310.55	\$260.81	\$209.97		XC4150		\$107.84	\$90.57	\$72.91	.012 B/W .085 color	C5550		\$334.48	\$280.91	\$226.14		
Booklet finisher		yes	\$84.78	\$71.20	\$57.32			yes	\$8.67	\$7.28	\$5.86			yes	\$97.75	\$82.09	\$66.09		
Duplexing		yes				standard		yes						yes					standard
Freestanding or Desktop	freestanding							desktop						freestanding					
Hole punch			\$9.17	\$7.70	\$6.20			no						yes	\$19.67	\$16.52	\$13.30		
Max Paper Size 11x17		yes				standard		no						yes					
Network Print/copy/color scan/fax		yes				fax not included		yes						yes					fax not included
Stapling		yes	\$27.26	\$22.90	\$18.43	inner finisher		XM3150 only						yes	\$28.89	\$24.27	\$19.54		inner finisher
Training, setup and delivery	included					included in price		yes				included in price		yes					included

Equipment Requirements: LOW RANGE MODEL	Model #	Feature Included?	36 Month Lease	48 Month Lease	60 Month Lease	Notes	Model #	Feature Included?	36 Month Lease	48 Month Lease	60 Month Lease	Notes	Model #	Feature Included?	36 Month Lease	48 Month Lease	60 Month Lease	Notes	
Make and model with the following features:	KONICA MINOLTA						LEXMARK						CANON						
# of 500 sheet adjustable paper drawers													2						
100 sheet by-pass tray														yes					
25% - 400% reduction/enlargement														yes					
30 - 36 Pages per minute in black/white	KM 308e		\$119.27	\$100.17	\$80.64									2530		\$125.80	\$105.65	\$85.05	
30 - 36 Pages per minute in color														C356if		\$110.17	\$92.52	\$74.48	
40 - 46 Pages per minute in black/white																			
Cost per color copy						.049 per print/copy						see above per unit							.049 per print/copy
Cost per black & white copy						.0065 per print/copy						see above per unit							.0065 per print/copy

BUSINESS REQUIREMENTS

Firm Pricing for 12 Months	Unit price is fixed however interest rates may vary
Firm Pricing for Length of Contract	Yes
Payment Terms: 2%-10; Net 30	Net 30
Delivered Pricing	Yes
Next day delivery	3 - 10 days depending on unit
Internet ordering available	Yes
Product warranty and return policy	5 year total satisfaction guaranty if covered under Loffler service program
Customer Service Hours	7 am - 5 pm - dispatch after hours immediate call back
Credit Card Payment: Visa - MC - Discover - AMEX	Accepted - 3% card charge
Monthly invoices itemized	Yes
Usage reports available upon request	Yes
Single Sales Contact	Yes
Insurance - Will you provide a Certificate of Insurance? What \$ Limits?	Buyer supplies insurance on both purchase and lease
Maintenance includes all service and supplies (except paper & staples)	Yes