

CITY OF SANTA ROSA
CITY COUNCIL

TO: MAYOR AND CITY COUNCIL
SUBJECT: COOPERATIVE PURCHASE CONTRACT – COPIER
RENTAL AND SERVICE
STAFF PRESENTER: JIM WRIGHT – PURCHASING AGENT
FINANCE DEPARTMENT
AGENDA ACTION: MOTION

ISSUE(S)

Shall the City of Santa Rosa authorize a cooperative purchase agreement through November 13, 2016 with an option for one additional one-year extension for copier rental and services to Smile Business Products, Inc., Sacramento, California, under terms of the National Joint Powers Alliance (NJPA), in the total amount of \$500,000?

BACKGROUND

1. The City is currently under contract with Sharp Electronics Corporation, for copier rental services. The local service provider is Smile Business Products, Inc. Services are provided with 52 digital copiers installed in most City department offices. The contractor provides and installs all copiers and consumables, except for paper, and maintains all copiers under the contract. Charges are determined based on the size, speed and options of the copier.
2. The NJPA performed a competitive Request for Proposal solicitation in 2012 for copier rental services that resulted in a contract award to Smile Business Products, Inc. This contract is available for use by the City of Santa Rosa as a cooperative purchase agreement, which is allowed by City Code Section 3.08-160 when advantageous to the City.
3. Under the NJPA contract, the contractor provides, installs, and maintains all copiers and provides consumables, except for paper. Charges are based on a fixed monthly amount depending on the size, speed and options of the copier, plus a cost per copy charge for copies over a maximum number included with a fixed monthly amount. Most additional options charged as extras in the current contract are included at no additional charge under the proposed contract.
4. All existing copiers would be replaced with new machines with current technology based on the number of monthly copies produced and features required.
5. Funds for this operational expense have been allocated in the FY 2013/14 budget and will be allocated in subsequent FY operational budgets of various departments upon approval of Council.

ANALYSIS

1. The NJPA contract would offer the City significantly enhanced copier services compared to the current contract, including new and improved copiers as well as additional copier features. In addition, the City would realize approximately a 25% reduction in overall costs to the new contract. Staff compared other available cooperative contracts and found NJPA was the best cooperative contract for the City of Santa Rosa because they offered the most competitive pricing and the latest technology.
2. The NJPA contract term runs through November 13, 2016 with a 1-year optional extension. The City would begin using the NJPA contract on October 1, 2013. Transition to the new contract would be more seamless using the current service provider, Smile Business Products, Inc., rather than a new contractor. Services provided by Smile Business Products, Inc., under the current contract are satisfactory, and the relationship with the City's staff is strong. Other agencies, including County of Sonoma Superior Court, City of Stockton, City of Galt, Olivehurst Public Utility, Napa County Law Library, and Folsom-Cordova Unified School District, are successfully using the NJPA contract with Smile Business Products, Inc.

RECOMMENDATION

It is recommended by the Finance Department that the Council, by motion, authorize a cooperative purchase agreement through November 13, 2016 with an option for one additional one-year extension for copier rental and services to Smile Business Products, Inc., Sacramento, California, under terms of the National Joint Powers Alliance, in the total amount of \$500,000 through November 13, 2016. Funds for this operational expense have been allocated in the FY 2013/14 budget and will be allocated in subsequent FY operational budgets of various departments upon approval of Council.

Author: Amy Carter, x3702

Attachments:

- Agreement for Copier Rental and Services

**CITY OF SANTA ROSA
GENERAL SERVICES AGREEMENT
WITH SMILE BUSINESS PRODUCTS, INC.
AGREEMENT NUMBER _____**

This "Agreement" is made as of this ____ day of _____, 2013 by and between the City of Santa Rosa, a municipal corporation ("City"), and Smile Business Products, Inc., Sacramento, CA, a California Corporation ("Contractor").

RECITALS

A. City desires to award a three-year cooperative purchase contract with option for an additional one-year extension for copier rental and services from Smile Business Products, Inc., under the terms of the National Joint Powers Alliance (NJPA) contract, in the amount of \$500,000.

B. City desires to retain a qualified contractor to conduct the services described above in accordance with the terms of this Agreement.

C. Contractor represents to City that it is fully qualified to conduct the services described above.

D. The parties have negotiated upon the terms pursuant to which Contractor will provide such services and have reduced such terms to writing.

AGREEMENT

NOW, THEREFORE, City and Contractor agree as follows:

1. SCOPE OF SERVICES

Contractor shall provide to City the services described in Exhibit A ("Scope of Services"). Contractor shall provide these services at the time, place, and in the manner specified in Exhibit A. Exhibit A is attached hereto solely for the purpose of defining the manner and scope of services to be provided by Contractor and is not intended to, and shall not be construed so as to, modify or expand the terms, conditions or provisions contained in this Agreement. The parties agree that any term contained in Exhibit A that adds to, varies or conflicts with the terms of this Agreement is null and void.

2. TIME FOR PERFORMANCE

The services described herein shall be provided through November 13, 2016. Contractor shall devote such time and effort to the performance of services as is necessary for the satisfactory and timely performance of Contractor's obligations under this Agreement. Neither party shall be considered in default of this Agreement, to the

extent that party's performance is prevented or delayed by any cause, present or future, that is beyond the reasonable control of that party.

3. STANDARD OF PERFORMANCE

Contractor shall perform all services required under this Agreement in the manner and according to the standards currently observed by a competent practitioner of Contractor's occupation in California. All products and services of whatsoever nature that Contractor provides to City pursuant to this Agreement shall conform to the standards of quality normally observed by persons currently practicing in Contractor's occupation, and shall be provided in accordance with any schedule of performance specified in Exhibit A. Contractor shall assign only competent personnel to perform services pursuant to this Agreement. In the event that City, at any time during the term of this Agreement, desires the removal of any person assigned by Contractor to perform services pursuant to this Agreement, because City, in its sole discretion, determines that such person is not performing in accordance with the standards required herein, Contractor shall remove such person immediately upon receiving notice from City of the desire of City for the removal of such person.

4. COMPENSATION

The total of all fees paid to Contractor for the satisfactory performance and completion of all services set forth in Exhibit A and B shall not exceed the total sum of \$500,000. The Chief Financial Officer is authorized to pay all proper claims from various Charge Numbers.

5. BILLABLE RATES, PAYMENTS TO CONTRACTOR

a. Billable Rates. Contractor shall be paid for the performance of services as set forth in Exhibit A.

b. Payments. Payments will be delayed where Contractor fails to provide the information required under subsection c.1 below or fails to comply with the insurance requirements in Attachment One to this Agreement. In no event shall the City be obligated to pay late fees or interest, whether or not such requirements are contained in Contractor's invoice.

c. Invoices. Payment will be made on a calendar-month basis in arrears. Invoices shall be submitted to the person and address specified in the Agreement, bid, or purchase order. In the event this Agreement becomes effective or terminates during the course of a month, the amount paid to the Contractor for the partial month shall be determined by prorating the amount on the basis of the number of calendar days involved. Processing of payment will be delayed for Contractor's failure to include reference to Agreement (including number) on the invoice **and for failure to maintain current insurance information with the City in accordance with insurance requirements hereunder.** In no event shall City be obligated to pay late fees or interest, whether or not such requirements are contained in the Contractor's invoice. Invoices for services provided in June or for any services not previously invoiced shall be submitted within 10 working days after June 30 to facilitate City fiscal year end closing. Failure to comply with this invoice submission requirement may delay payment.

In connection with any cash discount specified in the bid response, if applicable, or

Contractor's Proposal, time will be computed from the date correct invoices are received by the person and address specified in the Agreement, bid, or purchase order. For the purpose of earning the discount, payment is deemed to be made on the date of mailing of the City warrant or check. All invoices shall contain the following information:

1. Contractor name and remittance address
2. Date of invoice issuance
3. Amount of invoice
4. City purchase order or Agreement number
5. Identification of Agreement or purchase order line item(s) (if multiple lines) and description of services provided
6. Date of completion of services
7. Detail of costs, including labor, materials, tax, etc.

d. **Business Taxes.** Contractor shall pay to the City when due all business taxes payable by Contractor under the provisions of Chapter 6-04 of the Santa Rosa City Code. The City may deduct any delinquent business taxes, and any penalties and interest added to the delinquent taxes, from its payments to Contractor.

6. TERM, SUSPENSION, TERMINATION

a. The term of this Agreement shall be through November 13, 2016, commencing on the date it is made above. City and Contractor may, upon mutual written agreement of both parties, extend this Agreement for up to one additional one-year term.

b. City shall have the right at any time to temporarily suspend Contractor's performance hereunder, in whole or in part, by giving a written notice of suspension to Contractor. If City gives such notice of suspension, Contractor shall immediately suspend its activities under this Agreement, as specified in such notice.

c. City shall have the right to terminate this Agreement for convenience at any time by giving a written notice of termination to Contractor. If City gives such notice of termination, Contractor shall immediately cease rendering services pursuant to this Agreement. If City terminates this Agreement, City shall pay Contractor the reasonable value of services rendered by Contractor prior to termination. In this regard, Contractor shall furnish to City such information as in the judgment of the City is necessary for City to determine the reasonable value of the services rendered by Contractor. City shall not in any manner be liable for lost profits that might have been made by Contractor had the Agreement not been terminated or had Contractor completed the services required by this Agreement.

d. Services provided under the Agreement may be continued in succeeding fiscal years for the term of the Agreement, contingent upon funds being appropriated by the City Council. In the event funds are not appropriated, the Agreement shall terminate without penalty on June 30. Non-appropriation or non-funding shall not be considered an event of default.

7. TERMINATION OF AGREEMENT FOR DEFAULT

If at any time 1) Contractor fails to conform to the requirements of this Agreement; 2) Contractor seeks relief under any law for the benefit of insolvents or is adjudicated bankrupt; 3) any legal proceeding is commenced against Contractor which may interfere with the performance of this Agreement; or 4) Contractor has failed to supply an adequate working force, or materials of proper quality, or has failed in any other respect to prosecute the work with the diligence and force specified and intended in and by the terms of this Agreement, which default is not fully corrected or remedied to the reasonable satisfaction of City within ten (10) days following the date a written notice thereof by City, then City shall have the right and power, at its option and without prejudice to any other rights or remedies it may have, to immediately terminate this Agreement. Any cost or expense incurred by City arising out of Contractor's breach or default hereunder, and for City's enforcement of these rights, shall be the obligation of Contractor and may, at City's discretion, be deducted from any amounts that may then be owing to Contractor under this Agreement, without any release or waiver of any other rights or remedies in law or equity to which City may be entitled.

8. INDEMNIFY AND HOLD HARMLESS AGREEMENT

Contractor shall indemnify, defend and hold harmless City and its employees, officials, and agents, from and against any liability, (including liability for claims, suits, actions, arbitration proceedings, administrative proceedings, regulatory proceedings, losses, expenses or costs of any kind, whether actual, alleged or threatened, interest, defense costs, and expert witness fees), where the same results from or arises out of the performance of this Agreement by Contractor, its officers, employees, agents, or sub-contractors, excepting only that resulting from the sole, active negligence or intentional misconduct of City, its employees, officials, or agents. This indemnification obligation is not limited in any way by any limitation on the amount or type of damages or compensation payable to or for Contractor or its agents under workers' compensation acts, disability benefits acts, or other employees' benefits acts. The provisions of this Section 8 shall survive any expiration or termination of this Agreement.

9. INSURANCE REQUIREMENTS

Contractor shall maintain in full force and effect all of the insurance coverage described in, and in accordance with, Attachment One, "Insurance Requirements", which is attached hereto and hereby incorporated herein by this reference. Maintenance of the insurance coverages as set forth in Attachment One is a material element of this Agreement and a material part of the consideration provided by Contractor in exchange for the City's agreement to make the payments prescribed hereunder. Failure by Contractor to (i) maintain or renew coverage, (ii) provide the City notice of any changes, modifications, or reductions in coverage, or (iii) provide evidence of renewal, may be treated by the City as a material breach of this Agreement by Contractor, whereupon the City shall be entitled to all rights and remedies at law and in equity, including but not limited to the immediate termination of this Agreement. Notwithstanding the foregoing, any failure by Contractor to maintain required insurance coverage shall not excuse or alleviate Contractor from any of its other duties or obligations under this Agreement. In the event Contractor, with approval of the City pursuant to Section 11 below, retains or utilizes any subcontractors in the provision of any services to City under this Agreement, Contractor shall assure that any such subcontractor has first obtained, and shall maintain, all of the insurance coverage requirements set forth in Attachment One.

10. LEGAL REQUIREMENTS AND PERMITS

Contractor represents and warrants that Contractor has all licenses, permits, City Business Tax Certificate, qualifications, and approvals of whatsoever nature that are legally required for Contractor to practice its occupation and provide services under this Agreement. Contractor shall perform all services described herein in compliance with all applicable federal, state and local laws, rules, regulations, and ordinances, including but not limited to, (i) the Americans With Disabilities Act (ADA) of 1990, (42 U.S.C. 12101, et seq.), and any regulations and guidelines issued pursuant to the ADA, which prohibits discrimination against individuals with disabilities and may require reasonable accommodations; (ii) and Labor Code Sections 1700-1775, which require prevailing wages (in accordance with DIR schedule at www.dir.ca.gov) be paid to any employee performing work covered by Labor Code Section 1720 et seq.; (iii) OSHA; and (iv) the Immigration Reform and Control Act of 1986. Contractor shall, if requested by City, provide certification and evidence of such compliance. If Contractor is an out-of-state corporation, Contractor warrants and represents that it possesses a valid certificate of qualification to transact business in the State of California issued by the California Secretary of State pursuant to Section 2105 of the California Corporations Code.

11. ASSIGNMENT AND SUBCONTRACTING

Contractor shall not subcontract or assign any right or obligation under this Agreement without the written consent of the City. Any attempted or purported subcontract or assignment without City's written consent shall be void and of no effect. No right under this Agreement, or claim for money due or to become due hereunder, shall be asserted against the City, or persons acting for the City, by reason of any so-called assignment of this Agreement or any part thereof and Contractor hereby agrees to indemnify and hold City harmless against any and all such claims. In the event Contractor obtains the prior written consent of City to assign monies due or to become due under this Agreement, Contractor shall provide City a copy of the instrument of assignment duly executed by Contractor, which shall contain a clause subordinating the claim of the assignee to all prior liens for services rendered or materials supplied for the performance of work. Upon notice and request by the City, Contractor shall promptly remedy, to include termination of any subcontract as appropriate and necessary, any default or failure to perform in a satisfactory manner the work undertaken by any subcontractor. Contractor shall be fully responsible and accountable to the City for the acts and omissions of its subcontractors, and of persons directly or indirectly employed by them, to the same extent that Contractor is for the acts and omissions of persons directly employed by Contractor. Nothing contained in this Agreement shall create any contractual relation between any subcontract and the City.

12. BINDING EFFECT

This Agreement shall be binding on the heirs, executors, administrators, successors, and assigns of the parties, subject to the provisions of Section 11, above.

13. RETENTION OF RECORDS

Contractor shall be required to retain any records necessary to document the charges for the services to be performed under this Agreement and make such records available to the City for inspection at the City's request for a period of not less than four (4) years.

14. ENTIRE AGREEMENT

This document, including all Exhibits and Attachment One, contains the entire agreement between the parties and supersedes whatever oral or written understanding the parties may have had prior to the execution of this Agreement. No alteration to the terms of this Agreement shall be valid unless approved in writing by Contractor, and by City, in accordance with applicable provisions of the Santa Rosa City Code.

15. SEVERABILITY

If any portion of this Agreement or the application thereof to any person or circumstance shall be held invalid or unenforceable, the remainder of this Agreement shall not be affected thereby and shall be enforced to the greatest extent permitted by law.

16. WAIVER

Neither City acceptance of, or payment for, any service performed by Contractor, nor any waiver by either party of any default, breach or condition precedent, shall be construed as a waiver of any provision of this Agreement, nor as a waiver of any other default, breach or condition precedent or any other right hereunder.

17. ENFORCEMENT OF AGREEMENT

This Agreement shall be governed, construed and enforced in accordance with the laws of the State of California. Venue of any litigation arising out of or connected with this Agreement shall lie exclusively in the state trial court located in Sonoma County in the State of California, and the parties consent to jurisdiction over their persons and over the subject matter of any such litigation in such court, and consent to service of process issued by such court.

18. CONTRACTOR NOT AGENT

Except as City may specify in writing, Contractor and Contractor's personnel shall have no authority, express or implied, to act on behalf of City in any capacity whatsoever as an agent. Contractor and Contractor's personnel shall have no authority, express or implied, to bind City to any obligations whatsoever.

19. INDEPENDENT CONTRACTOR

a. It is understood and agreed that Contractor (including Contractor's employees) is an independent contractor and that no relationship of employer-employee exists between the parties hereto for any purpose whatsoever. Neither Contractor nor Contractor's assigned personnel shall be entitled to any benefits payable to employees of City. City is not required to make any deductions or withholdings from the compensation payable to Contractor under the provisions of this Agreement, and Contractor shall be issued a Form 1099 for its services hereunder. As an independent contractor, Contractor hereby agrees to indemnify and hold City harmless from any and all claims that may be made against City based upon any contention by any of Contractor's employees or by any third party, including but not limited to any state or federal agency, that an employer-employee relationship or a substitute therefor exists for any purpose whatsoever by reason of this Agreement or by reason of the nature and/or performance of any services under this Agreement.

b. It is further understood and agreed by the parties hereto that Contractor, in the performance of Contractor's obligations hereunder, is subject to the control and direction of City as to the designation of tasks to be performed and the results to be accomplished under this Agreement, but not as to the means, methods, or sequence used by Contractor for accomplishing such results. To the extent that Contractor obtains permission to, and does, use City facilities, space, equipment or support services in the performance of this Agreement, this use shall be at the Contractor's sole discretion based on the Contractor's determination that such use will promote Contractor's efficiency and effectiveness. Except as may be specifically provided elsewhere in this Agreement, the City does not require that Contractor use City facilities, equipment or support services or work in City locations in the performance of this Agreement.

c. If, in the performance of this Agreement, any third persons are employed by Contractor, such persons shall be entirely and exclusively under the direction, supervision, and control of Contractor. Except as may be specifically provided elsewhere in this Agreement, all terms of employment, including hours, wages, working conditions, discipline, hiring, and discharging, or any other terms of employment or requirements of law, shall be determined by Contractor. It is further understood and agreed that Contractor shall issue W-2 or 1099 Forms for income and employment tax purposes, for all of Contractor's assigned personnel and subcontractors.

d. The provisions of this Section 19 shall survive any expiration or termination of this Agreement. Nothing in this Agreement shall be construed to create an exclusive relationship between City and Contractor. Contractor may represent, perform services for, or be employed by such additional persons or companies as Contractor sees fit.

20. NOTICES

Except as otherwise specifically provided in this Agreement, any notice, submittal or communication required or permitted to be served on a party hereto, may be served by personal delivery to the person or the office of the person identified below. Service may also be made by mail, by placing first-class postage affixed thereto, and addressed as indicated below, and depositing said envelope in the United States mail to:

<u>City</u>	<u>Contractor</u>
Jim Wright Purchasing Agent 631 First Street, 2 nd Floor Santa Rosa, California 95404 Phone: (707) 543-3706 Fax: (707) 543-3723	Smile Business Products, Inc. Attn: Jennifer Wesche and/or Betty Bollinger 4525 Auburn Blvd Sacramento, CA 95841 Phone: 800-790-7701

21. AUTHORITY; SIGNATURES REQUIRED FOR CORPORATIONS

Contractor hereby represents and warrants to the City that it is (a) a duly organized and validly existing corporation, formed and in good standing under the laws of the State of New Jersey, (b) has the power and authority and the legal right to conduct the business in which it is currently engaged, and (c) has all requisite power and authority and the legal right to consummate the transactions contemplated in this Agreement. Contractor hereby further represents and warrants that this Agreement has been duly authorized, and when executed by the signatory or signatories listed below, shall constitute a valid agreement binding on Contractor in accordance with the terms hereof.

If this Agreement is entered into by a corporation, it shall be signed by two corporate officers, one from each of the following two groups: a) the chairman of the board, president or any vice-president; b) the secretary, any assistant secretary, chief financial officer, or any assistant treasurer. The title of the corporate officer shall be listed under the signature.

Executed as of the day and year first above stated.

CONTRACTOR:

CITY OF SANTA ROSA
a Municipal Corporation

Name of Firm: Smile Business Products Inc.

TYPE OF BUSINESS ENTITY (check one):

- Individual/Sole Proprietor
- Partnership
- Corporation
- Limited Liability Company
- Other (please specify: _____)

By: _____

Print Name: _____

Title: _____

Signatures of Authorized Persons:

APPROVED AS TO FORM:

By: 



Print Name: Joseph B. Perrotti

Office of the City Attorney

Title: President - CEO

ATTEST:

By: 

Print Name: Brian Perry

City Clerk

Title: CFO

Taxpayer I.D. No. 91-1807857

City of Santa Rosa Business Tax Cert. No.

52303

Attachments:

- Attachment One - Insurance Requirements
- Exhibit A – National Joint Powers Alliance (NJPA) RFP #100312, Contract #100312-SEC
- Exhibit B – List of Copiers and price list for City of Santa Rosa

**ATTACHMENT ONE
INSURANCE REQUIREMENTS FOR
GENERAL SERVICES AGREEMENTS**

A. Insurance Policies: Contractor shall, at all times during the terms of this Agreement, maintain and keep in full force and effect, the following policies of insurance with minimum coverage as indicated below and issued by insurers with AM Best ratings of no less than A-:VI or otherwise acceptable to the City.

Insurance	Minimum Coverage Limits	Additional Coverage Requirements
1. Commercial general liability	\$ 1 million per occurrence \$ 2 million aggregate	Coverage must be at least as broad as ISO CG 00 01 and must include completed operations coverage. If insurance applies separately to a project/location, aggregate may be equal to per occurrence amount. Coverage may be met by a combination of primary and excess insurance but excess shall provide coverage at least as broad as specified for underlying coverage. Coverage shall not exclude subsidence.
2. Business auto coverage	\$ 1 million	ISO Form Number CA 00 01 covering any auto (Code 1), or if Contractor has no owned autos, then hired, (Code 8) and non-owned autos (Code 9), with limit no less than \$ 1 million per accident for bodily injury and property damage.
3. Workers' compensation and employer's liability	\$ 1 million	As required by the State of California, with Statutory Limits and Employer's Liability Insurance with limit of no less than \$ 1 million per accident for bodily injury or disease. The Workers' Compensation policy shall be endorsed with a waiver of subrogation in favor of the City for all work performed by the Contractor, its employees, agents and subcontractors.

B. Endorsements:

1. All policies shall provide or be endorsed to provide that coverage shall not be canceled by either party, except after prior written notice has been provided to the entity in accordance with the policy provisions, and that if canceled for non-payment, then ten (10) days notice shall be given.
2. Liability policies shall provide or be endorsed to provide the following:
 - a. For any claims related to this project, Contractor's insurance coverage shall be primary and any insurance or self-insurance maintained by City shall be excess of the Contractor's insurance and shall not contribute with it; and,

- b. **The City of Santa Rosa, its officers, agents, employees and volunteers are to be covered as additional insureds on the CGL policy.** General liability coverage can be provided in the form of an endorsement to Contractor's insurance at least as broad as ISO Form CG 20 10 11 85 or if not available, through the addition of both CG 20 10 and CG 20 37 if a later edition is used.

C. Verification of Coverage and Certificates of Insurance: Contractor shall furnish City with original certificates and endorsements effecting coverage required above. Certificates and endorsements shall make reference to policy numbers. All certificates and endorsements are to be received and approved by the City before work commences and must be in effect for the duration of the contract. The City reserves the right to require complete copies of all required policies and endorsements.

D. Other Insurance Provisions:

1. No policy required by this Agreement shall prohibit Contractor from waiving any right of recovery prior to loss. Contractor hereby waives such right with regard to the indemnitees.
2. All insurance coverage amounts provided by Contractor and available or applicable to this Agreement are intended to apply to the full extent of the policies. Nothing contained in this Agreement limits the application of such insurance coverage. Defense costs must be paid in addition to coverage amounts.
3. Self-insured retentions above \$10,000 must be approved by the City. At the City's option, Contractor may be required to provide financial guarantees.
4. Sole Proprietors must provide a representation of their Workers' Compensation Insurance exempt status.
5. City reserves the right to modify these insurance requirements while this Agreement is in effect, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.

Exhibit A-RFP
NJPA AWARDED CONTRACT



NJPA VENDOR CONTRACT SUMMARY – SHARP

DATE September 27, 2012	RFP # 100312
AWARDED CONTRACT NUMBER 100312-SEC	NJPA RFP TITLE & CATEGORY Copier and Digital Imaging
CONTRACT PERIOD November 14, 2012 through November 13, 2016	PRICING MODEL Line item pricing
DESCRIPTION Sharp's contract includes: Their full line of Color and Black & White MFP's, (20PPM to 120 PPM), Electronic Touch Screen Whiteboards, Professional LCD Monitors, and Conference/Classroom 3D Ready Projectors.	
VENDOR NAME AND ADDRESS Sharp Electronics Corporation One Sharp Plaza Mahwah, NJ 07495	VENDOR CONTACT Bruce Ogrodnik 651-735-5840 Bruce.ogrodnik@njpacoop.org

NJPA CONTRACTS CONSIST OF THE FOLLOWING DOCUMENTS Section 2.4 "Contract" as used herein shall mean cumulative documentation consisting of the RFP, and entire Bidder's Response, and fully executed "Acceptance and Award". <ul style="list-style-type: none"> • <u>Request for Proposal (RFP)</u> • <u>Bid Acceptance & Award</u> • Bidder's Response and Pricing - Available upon request from the NJPA Contract Manager 	RELATED CONTRACT DOCUMENTATION <ul style="list-style-type: none"> • <u>Affidavit of Advertisement</u> • <u>Bid Opening Witness Page</u> • <u>Bid Evaluation</u> • <u>Bid Comment & Review</u>
DOCUMENTATION OF CONTRACT MAINTENANCE	ADDITIONAL INFORMATION: <ul style="list-style-type: none"> • <u>Sharp Electronics Customer Flyer</u> • <u>Sharp Teach Without Limits</u> • <u>Sharp Commitment to GREEN</u>

NJPA INFORMATION

NJPA CONTACT David Duhn	TITLE NJPA Lead Contract Manager
PHONE 218-894-5469	EMAIL david.duhn@njpacoop.org
ADDRESS 202 12th Street NE, P.O. Box 219, Staples, MN 56479	WEBSITE www.njpacoop.org

National Joint Powers Alliance®

Contract Purchasing Department

National Joint Powers Alliance® (herein NJPA) REQUEST FOR PROPOSAL (herein RFP)

for the procurement of

COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES

RFP Opening

October 3, 2012
8:00 AM Central TIME
At the offices of the
National Joint Powers Alliance®
202 12th Street Northeast, Staples, MN 56479

RFP #100312

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and all other Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES. Details of this RFP are available beginning August 16, 2012 and continuing until September 13, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until October 2, 2012 at 4:30 p.m. Central Time at the above address and opened October 3, 2012 at 8:00AM Central Time.

The text above is a National Public Notice to Proposers and to be solicited by NJPA.

RFP Timeline

August 16, 2012

Publication of RFP in the print and online Minneapolis Star Tribune, the NJPA website, and on the website of noticetobidders.com

September 13, 2012

Deadline for RFP requests

September 18, 2012

Pre-Proposal Conference (webcast – conference call - Connection info sent to all inquirers two business days prior to the event)

10:00A.M. CENTRAL TIME

October 2, 2012

Deadline for Submission of Proposals

4:30 P.M. Central

October 3, 2012

Public Opening of Proposals

8:00A.M. Central

Direct questions regarding this RFP to:

Gregg Meierhofer at gregg.meierhofer@njpacoop.org or (218)894-1930

Methods and guidelines for submitting questions are detailed within the body of this document.

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1. INTRODUCTION

A. ABOUT NJPA

1.1 The National Joint Powers Alliance®- (NJPA)- is a public agency serving as a national municipal contracting agency established under the Service Cooperative statute by Minnesota Legislative Statute §123A.21 with the authority to develop and offer, among other services, cooperative procurement services to its membership. Eligible membership and participation includes states, cities, counties, all government agencies, both public and non-public educational agencies, colleges, universities and non-profit organizations

1.2 Under the authority of Minnesota state laws and enabling legislation, NJPA facilitates a competitive bidding and contracting process on behalf of the needs of itself and the needs of current and potential member agencies nationally. This process results in national procurement contracts with various Vendors of products/equipment and services which NJPA Member agencies desire to procure. These procurement contracts are created in compliance with applicable Minnesota Municipal Contracting Laws. A complete listing of NJPA cooperative procurement contracts can be found at <http://www.njpacoop.org/contract-purchasing-solutions/contracts>

1.3 NJPA is a public agency governed by publicly elected officials that serve as the NJPA Board of Directors. NJPA's Board of Directors call for all proposals, awards all Contracts, and hosts those resulting Contracts for the benefit of its own and its Members use.

1.3.1 Subject to Approval of the NJPA Board: NJPA contracts are awarded by the action of NJPA Board of Directors. This action is based on the open and competitive bidding process facilitated by NJPA. The evaluation and resulting recommendation is presented to the Board of Directors by the NJPA Proposal Evaluation Committee.

1.4 NJPA currently serves over 40,000 member agencies nationally. Both membership and utilization of NJPA contracts continue to expand, due in part to the increasing acceptance of Cooperative Purchasing throughout the government and education communities nationally.

B. JOINT EXERCISE OF POWERS LAWS

1.5 NJPA cooperatively shares those contracts with its Members nationwide through various "Joint Exercise of Powers Laws" established in Minnesota and most other States. The Minnesota "Joint Exercise of Powers Law" is Minnesota Statute §471.59 which states "Two or more governmental units...may jointly or cooperatively exercise any power common to the contracting parties..." Similar Joint Exercise of Powers Laws exists within the laws of each State of the United States. This Minnesota Statute allows NJPA to serve Member agencies located in all other states. Municipal agencies nationally have the ability to participate in cooperative purchasing activities as a result of specific laws of their own state. These laws can be found on our website at <http://www.njpacoop.org/contract-purchasing-solutions/legal-authority/state-procurement-resources>

C. WHY RESPOND TO A NATIONAL COOPERATIVE PROCUREMENT CONTRACT

1.6 National Cooperative Procurement Contracts create value for Municipal and Public Agencies, as well as for Vendors of products/equipment and services in a variety of ways:

1.6.1 National cooperative contracts potentially **save the time and effort** of Municipal and Public Agencies who would have been otherwise charged with soliciting vendor responses to individual RFP's, resulting in individual contracts, to meet the procurement needs of their respective agencies. Considerable time and effort is also potentially saved by the Vendors who would have had to otherwise respond each of those individual RFPs. A single, nationally advertised RFP, resulting in a single, national cooperative contract can potentially replace

thousands of individual RFPs for the same products/services that might have been otherwise advertised by individual NJPA member agencies.

1.6.2 NJPA contracts offer our Members nationally leveraged **volume purchasing discounts**. Our contract terms and conditions offer the opportunity for Vendors to recognize individual member procurement volume commitment through additional volume based contract discounts.

1.7 State laws that permit or encourage cooperative purchasing contracts do so with the belief that cooperative efficiencies will result in lower prices, better overall value, and considerable time savings.

1.8 The collective purchasing power of thousands of NJPA Member agencies nationwide offers the opportunity for volume pricing discounts. Although no sales or sales volume is guaranteed by a NJPA Contract resulting from this RFP, substantial volume is anticipated and volume pricing is requested and justified.

1.9 NJPA and its Members desire the best value for their procurement dollar as well as a competitive price. Pre-competed procurement contracts offer NJPA and its Member agencies the ability to directly compare non-price factors in their procurement analysis. Vendors have the opportunity to display and highlight value added attributes of their company, equipment/products and services without constraints of a typical individual proposal process.

D. THE INTENT OF THIS RFP

1.10. A national contract awarded by the NJPA Board of Directors: The intent of this RFP is to Award a national contract by the action of the NJPA Board of Directors. This action will be influenced by the recommendation of the NJPA Proposal Evaluation Committee, and as a result of the competitive proposal and evaluation process which has been designed to reflect the best interests of NJPA and its Member agencies. NJPA is seeking the most responsive Vendor relationship(s) to meet this need. The goal and intent of this RFP is to follow through with an award and contract, which will be marketed nationally through a cooperative effort between the awarded vendor(s) and NJPA.

1.11 NJPA's primary intent is to establish and provide a national cooperative procurement contract, offering opportunities for NJPA and our Member agencies to procure quality equipment/products, goods and services as desired and needed. Contracts are expected to offer price levels reflective of the potential and collective volume of NJPA and the nationally established NJPA membership base.

1.11.1 Beyond our primary intent, NJPA further desires to:

- Award a four year term contract with a fifth year contract option resulting from this RFP;
- Offer and apply any applicable technology advances throughout the term of a contract resulting from this RFP;
- Deliver "Value Added" aspects of the company, equipment/products and services as defined in the "Proposer's response";
- Deliver wide spectrums of solutions to meet the needs and requirement of NJPA and NJPA Member agencies.
- Award an exclusive contract to the most responsive vendor when it is deemed to be in the best interest of NJPA and the NJPA Member agencies.

1.12 Non-Manufacturer Awards: NJPA reserves the right to make an award related to this invitation to a non-manufacturer or dealer/distributor if such action is in the best interests of NJPA and its Members.

1.13 Exclusive or Multiple Awards: Although it is NJPA's intent and desire to award a contract to a single exclusive Vendor, NJPA reserves the right to award a Contract to multiple Proposers where the responding Proposers are deemed to be in the best interests of NJPA and its Member agencies.

E. SCOPE OF THIS RFP

1.14 The scope and goal of this RFP is to award a contract to a qualifying vendor defined as a manufacturer, provider, or dealer/distributor, established as a Proposer, and deemed responsive through our open and competitive proposal process. Vendors will be awarded based on demonstrated overall highest value solutions which meet and/or exceed the needs and requirements of NJPA and its Member agencies within the scope of **COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES**. Qualifying Proposers must be able to anticipate the needs and requirements of NJPA and NJPA member agencies, and demonstrate the knowledge of any and all applicable industry standards, laws and regulations; and the ability to both market to and service NJPA Members in all 50 states. NJPA requests proposers submit their entire product line as it applies and relates to the scope of this RFP. All proposals deemed responsive will be evaluated based on their ability to provide the overall highest value to NJPA and NJPA Member agencies. One of the measures of overall highest value will be the proposed breadth and depth of products and services.

1.15 Best and Most Responsive – Responsible Proposer: It is the intent of NJPA to award a Contract to the best and most responsible and responsive Proposer(s) offering the best overall quality and selection of equipment/products and services meeting the commonly requested specifications of the NJPA and NJPA Members, provided the Proposer's Response has been submitted in accordance with the requirements of this RFP.

1.16 Sealed Proposals: NJPA will receive sealed proposal responses to this RFP in accordance with accepted standards set forth in the Minnesota Procurement Code and Uniform Municipal Contracting Law. Awards may be made to responsible and responsive Proposers whose proposals are determined in writing to be the most advantageous to NJPA and its current or qualifying future NJPA Member agencies.

1.17 Use of Contract: Any Contract resulting from this solicitation shall be awarded with the understanding that it is for the sole convenience of NJPA and its Members. NJPA and/or its members reserve the right to obtain like goods and services solely from this Contract or from another contract source of their choice or from a contract resulting from their own procurement process.

1.18 NJPA's interest in a contract resulting from this RFP: Notwithstanding its own use, to the extent NJPA issues this RFP and any resulting contract for the use of its Members, NJPA's interests and liability for said use shall be limited to the competitive proposal process performed and terms and conditions relating to said contract and shall not extend to the products, services, or warranties of the Awarded Vendor or the intended or unintended effects of the goods and services procured there from.

1.19 Awarded Vendor's interest in a contract resulting from this RFP: Awarded Vendors will be able to offer to NJPA, and current and potential NJPA Members, only those goods and services specifically awarded on their NJPA Awarded Contract(s). Awarded Vendors may not offer as "contract compliant", goods and services which are not specifically identified and priced in their NJPA Awarded Contract.

1.20 Sole Source of Responsibility- NJPA desires a "Sole Source of Responsibility" Vendor meaning the Vendor will take sole responsibility for the performance of delivered products/services. NJPA also desires sole responsibility with regard to:

1.21-0.1 Scope of Products/Services: NJPA desires a provider for the broadest possible scope of the equipment/products, goods and services being proposed over the largest possible geographic area and to the largest possible cross-section of NJPA current and potential Members.

1.20.2 Vendor use of sub-contractors in sourcing or delivering goods and services: NJPA desires a single source of responsibility for equipment/products and services proposed. Proposer's are assumed to have sub-contractor relationships with all organizations and individuals whom are external to the Proposer and are involved in providing or delivering the goods and services being proposed. Vendor assumes all responsibility for the equipment/products and services and actions of any such Sub-Contractor.

1.21 Additional Definitions for the scope of this solicitation.

1.21.1 In addition to **COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES**, this solicitation should be read to include, but not limited to:

1.21.1.1 N/A

1.21.2 NJPA reserves the right to limit the scope of this solicitation for NJPA and current and potential NJPA member agencies.

1.22 Suggested Solutions Options

1.22.1 All potential Proposers are assumed to be professionals in their respective fields. As professionals you are deemed to be intimately familiar with the spectrum of NJPA and NJPA Member's needs and requirements with respect to the scope of this RFP.

1.22.2 With this intimate knowledge of NJPA and NJPA Member's needs, Proposers are instructed to provide their proposal response in a format describing their solutions to those current and future needs and requirements. Proposers should take care to be economical in their response to this RFP.

1.22.3 Multiple solutions to the needs of NJPA and NJPA Members are possible. **Examples could include:**

1.22.3.1 Materials Only Solution: A Materials Only Solution may be appropriate for situations where NJPA or NJPA Members possess the ability, either in-house or through local third party contractors, to properly install and bring to operation those materials being proposed.

1.22.3.2 Turn-Key Solutions: A Turn-Key Solution is a combination of materials and services which provides a single price for materials, delivery, and installation to a properly operating status. Generally this is the most desirable solution as NJPA and NJPA Members may not possess, or desire to engage, personnel with the necessary expertise to complete these tasks internally or through other independent contractors

1.22.3.3 Good, Better, Best: Where appropriate and properly identified, Proposers are invited to offer the CHOICE of good – better – best multiple grade solutions to NJPA and NJPA Member's needs.

1.22.3.4 Proven – Accepted – Leading Edge Technology: Where appropriate and properly identified, Proposers are invited to provide the CHOICE of an appropriately identified spectrum of technology solutions to NJPA and NJPA Member's needs both now and into the future.

1.23 Overlap of Scope:

1.23.1 When considering equipment, products, or groups of goods and services submitted as a part of your response, and whether inclusion of such will fall within a “Scope of Proposal”, please consider the validity of an inverse statement.

- For example, pencils and post-it-notes can generally be classified as office supplies and office supplies generally include pencils and post-it-notes.
- In contrast, computers (PC’s and peripherals) can generally be considered office supplies, however the scope of office supplies does not generally include computers (servers and infrastructure).
- In conclusion: With this in mind, individual products and services must be examined individually by NJPA, from time to time and in its sole discretion, to determine their compliance and fall within the original “Scope” as intended by NJPA.

1.24 Geographic Area to be Proposed: This RFP invites proposals to provide **COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES** to NJPA and NJPA Members throughout the entire United States and possibly internationally. Proposers will be expected to express willingness to explore service to NJPA Members located abroad; however the lack of ability to serve Members outside of the United States will not be cause for non-award. The ability to serve Canada, for instance, will be viewed as a value-added attribute.

1.25 Manufacturer as a Proposer: If the Proposer is a Manufacturer or wholesale distributor, the response received will be evaluated on the basis of a response made in conjunction with that Manufacturer’s Dealer Network. Unless stated otherwise, a Manufacturer or wholesale distributor Proposer is assumed to have a documented relationship with their Dealer Network where that Dealer Network is informed of, and authorized to accept, purchase orders pursuant to any Contract resulting from this RFP on behalf of the Manufacturer or wholesale distributor Proposer. Any such dealer will be considered a sub-contractor of the Proposer/Vendor. The relationship between the Manufacturer and wholesale distributor Proposer and its Dealer Network may be proposed at the time of the proposed submission if that fact is properly identified.

1.26 Dealer/Re-seller as a Proposer: If the Proposer is a dealer or re-seller of the products and/or services being proposed, the response will be evaluated based on the Proposer’s authorization to provide those products and services from their manufacturer. Where appropriate, Proposers must document their authority to offer those products and/or services.

1.27 Contract Term: At NJPA’s option a contract resulting from this RFP will become effective either; 1) The date awarded by the NJPA Board of Directors, or 2) The day following the expiration date of an existing NJPA procurement contract for the same or similar goods and services.

1.27.1 NJPA is seeking a Contract base term of four years subject to annual renewals as allowed by Minnesota Contracting Law. Full term is expected, however will only occur through successful annual renewals. One additional one-year renewal-extension may be offered by NJPA to Vendor beyond the original four year term if NJPA deems such action to be in the best interests of NJPA and its Members.

1.28 Minimum Contract Value: NJPA anticipates considerable activity resulting from this RFP and subsequent award; however no commitment of any kind is made concerning actual quantities to be acquired. NJPA does not guarantee usage. Usage will depend on the actual needs of the NJPA Members

and the value of the awarded contract.

1.29 Estimated Contract Volume: Estimated quantities and sales volume are based on potential usage by NJPA and NJPA Member agencies nationally.

1.30 Largest Possible Solution: If applicable, Contracts will be awarded to Proposer(s) able to deliver a proposal meeting the entire needs of NJPA and its Members within the scope of this RFP. NJPA prefers Proposers submit their complete product line of products and services described in the scope of this RFP. NJPA reserves the right to reject individual, or groupings of specific equipment/products and services proposals as a part of the award.

1.31 Contract Availability: This Contract must be available to all current and potential NJPA Members who choose to utilize this NJPA Contract to include all governmental and public agencies, public and private primary and secondary education agencies, and all non-profit organizations nationally.

1.32 Proposer's Commitment Period: In order to allow NJPA the opportunity to evaluate each proposal thoroughly, NJPA requires any response to this solicitation be valid and irrevocable for ninety (90) days after the date proposals were opened regarding this RFP.

F. EXPECTATIONS FOR EQUIPMENT/PRODUCTS AND SERVICES BEING PROPOSED

1.33 Industry Standards: Except as contained herein, the specifications or solutions for this RFP shall be those accepted guidelines set forth by the **COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES** industry, as they are generally understood and accepted within that industry across the nation. Submitted products/services, related services, and their warranties and assurances are required to meet and/or exceed all current, traditional and anticipated needs and requirements of NJPA and its Members.

1.33.1 Deviations from industry standards must be identified by the Proposer and explained how, in their opinion, the equipment/products and services they propose will render equivalent functionality, coverage, performance, and/or service. Failure to detail all such deviations may comprise sufficient grounds for rejection of the entire proposal.

1.33.2 Technical Descriptions/Specifications. Proposers must supply **sufficient** information to:

- Demonstrate the Proposer's knowledge of industry standards, and
- identify the products and services being proposed, and
- differentiate those products and services from others.

Excessive technical descriptions and specifications which, in the opinion of NJPA unduly enlarge the proposal response may reduce evaluation points awarded on Form G.

1.34 Important note: NJPA does not typically provide product and service specifications; rather NJPA is requesting an industry standard or accepted specification for the requested products and services. Where specific line items are specified, those line items should be considered the minimum which can be expanded by the Proposer to deliver the Proposer's "Solution" to NJPA and NJPA Member's needs.

1.35 Commonly used Goods and Services: It is important that the equipment/products and services submitted are the equipment/products and services commonly used by public sector entities.

1.36 New Current Model Goods: Proposals submitted shall be for new, current model products and services with the exception of certain close-out products allowed to be offered on the Proposer's "Hot List" described herein.

1.37 Compliance with laws and standards: All items supplied on this Contract shall comply with any current applicable safety or regulatory standards or codes.

1.38 Delivered and operational; Products offered herein are to be proposed based upon being delivered and operational at the NJPA Member's site. Exceptions to "delivered and operational" must be explicitly disclosed in the "Total Cost of Acquisition" section of your proposal response.

1.39 Warranty: The Proposer/Vendor warrants that all products, equipment, supplies, and services delivered under this Contract shall be covered by the industry standard or better warranty. All products and equipment should carry a minimum industry standard manufacturer's warranty that includes materials and labor. The Proposer has the primary responsibility to submit product specific warranty as required and accepted by industry standards. Dealer/Distributors agree to assist the purchaser in reaching a solution in a dispute over warranty's terms with the manufacturer. Any manufacturer's warranty which is effective past the expiration of the warranty will be passed on to the NJPA member. Failure to submit a minimum warranty may result in non-award.

1.40 Proposer's Warrants: The Proposer warrants all goods and services furnished hereunder will be free from liens and encumbrances; and defects in design, materials, and workmanship; and will conform in all respects to the terms of this RFP including any specifications or standards. In addition, Proposer/Vendor warrants the goods and services are suitable for and will perform in accordance with the purposes for which they were intended.

G. SOLUTIONS BASED SOLICITATION

NJPA solicitations and contract process will typically not offer specifications for proposers to meet or base your response on. This RFP is a "Solutions Based Solicitation". This means the proposers are asked to understand and anticipate the current and future needs of NJPA and the nationally located NJPA membership base, within the scope of this RFP, and including specifications commonly desired or required by law or industry standards. Your proposal will be evaluated in part on your demonstrated ability to meet or exceed the needs and requirements of NJPA and our member agencies.

2. DEFINITIONS

A. PROPOSER - VENDOR

2.1 Exclusive Vendor- A sole Vendor awarded in a product category. NJPA reserves the right to award to an Exclusive Vendor in the event that such an award is in the best interests of NJPA Members. Such a Proposer must exhibit the ability to offer an outstanding overall program and demonstrate the ability and willingness to serve NJPA Members in all 50 states, and comply with all other requirements of this RFP.

2.2 Potential Proposer- A person or entity requesting a copy of this RFP.

2.3 Proposer- A company, person, or entity delivering a timely response to this RFP.

2.4 Vendor- One of a number of Proposers whose proposal has been awarded a contract pursuant to this RFP.

2.5 Request for Proposal- Herein referred to as RFP

B. CONTRACT

2.6 "Contract" as used herein shall mean cumulative documentation consisting of this RFP, forms B, C, D, E, H, I & P from the Proposer's response, and a fully executed "Acceptance and Award" pursuant to this RFP.

C. TIME

2.7 Periods of time, stated as number of days, shall be in calendar days.

D. PROPOSER'S RESPONSE

2.8 A Proposer's Response is the entire collection of documents as they are received by NJPA from a Potential Proposer in response to this RFP.

E. CURRENCY

2.9 All transactions are payable in U.S. dollars on U.S. sales. All administrative fees are to be paid in U.S. dollars.

F. FOB

2.10 FOB stands for "Freight On Board" and defines the point at which responsibility for loss and damage of goods purchased are transferred from Seller to Buyer. "FOB Destination" defines that transfer of responsibility for loss is transferred from Seller to Buyer at the Buyer's designated delivery point.

2.11 FOB does not identify who is responsible for the costs of shipping. The responsibility for the costs of shipping is addressed elsewhere in this document.

3. INSTRUCTIONS FOR PREPARING YOUR PROPOSAL

A. PRE-PROPOSAL CONFERENCE

3.1 A non-mandatory pre-proposal conference will be held at the date and time specified in the time line on page one of this RFP. Conference call and web connection information will be sent to all Potential Proposers through the same means employed in their inquiry. The purpose of this conference call is to allow Potential Proposers to ask questions regarding this RFP. Only answers issued in writing by NJPA to questions asked before or during the Pre-proposal Conference shall be considered binding.

B. IDENTIFICATION OF KEY PERSONNEL

3.2 Vendor will designate one senior staff individual who will represent the awarded Vendor to NJPA. This contact person will correspond with members for technical assistance, questions or problems that may arise including instructions regarding different contacts for different geographical areas as needed.

3.3 Individuals should also be identified (if applicable) as the primary contacts for the contents of this proposal, marketing, sales, and any other area deemed essential by the Proposer.

C. PROPOSER'S EXCEPTIONS TO TERMS AND CONDITIONS

3.4 Any exceptions, deviations, or contingencies a Proposer may have to the terms and conditions contained herein must be documented on Form C.

3.5 Exceptions, Deviations or contingencies stipulated in Proposer's Response, while possibly necessary in the view of the Proposer, may result in disqualification of a Proposal Response.

D. FORMAL INSTRUCTIONS TO PROPOSERS

3.6 It is the responsibility of all Proposers to examine the entire RFP package, to seek clarification of any item or requirement that may not be clear and to check all responses for accuracy before submitting a Proposal. Negligence in preparing a Proposal confers no right of withdrawal after the deadline for submission of proposals.

3.7 All proposals must be sent to “The National Joint Powers Alliance®, 202 12th ST NE Staples, MN 56479.”

3.8 Format for proposal response: All proposals must be physically delivered to NJPA at the above address in the following format:

3.8.1 Hard copy original signed, completed, and dated forms C,D,E,H,I, and hard copy signed signature page only from forms A and P from this RFP,

3.8.2 Hard copies of all addenda issued for the RFP with original counter signed by the Proposer,

3.8.3 Certificate of insurance verifying the coverage identified in this RFP,

3.8.4 Two complete copies of your response on a CD (Compact Disc) or flash drive containing completed Forms A,B,C,D,E,H,I & P, your statement of products and pricing together with all appropriate attachments, a copy of your audited financial statements from previous year end(or an unaudited copy if an audited copy is not available).

3.9 All Proposal forms must be submitted in English and be legible. All appropriate forms must be executed by an authorized signatory of the Proposer. Blue ink is preferred for signatures.

3.10 Proposal submissions should be submitted using the electronic forms provided. If a Proposer chooses to use alternative documents for their response, the proposer will be responsible for ensuring the content is effectively equal to the NJPA form and the document is in a format readable by NJPA.

3.11 It is the responsibility of the Proposer to be certain the proposal submittal is in the physical possession of NJPA on or prior to the deadline for submission of proposals.

3.11.1 Proposals must be submitted in a sealed envelope or box properly addressed to NJPA and prominently identifying the proposal number, proposal category name, the message “**Hold for Proposal Opening**”, and the deadline for proposal submission. NJPA cannot be responsible for late receipt of proposals. Proposals received by the correct deadline for proposal submission will be opened and the name of each Proposer and other appropriate information will be publicly read.

3.12 Corrections, erasures, and interlineations on a Proposer’s Response must be initialed by the authorized signer in original ink on all copies to be considered.

3.13 Addendums to the RFP: The Proposer is responsible for ensuring receipt of all addendums to this RFP.

3.13.1 Proposer’s are responsible for checking directly with the NJPA website for addendums to this RFP.

3.13.2 Addendums to this RFP can change terms and conditions of the RFP including the deadline for submission of proposals.

E. QUESTIONS AND ANSWERS ABOUT THIS RFP

3.14 Upon examination of this RFP document, Proposer shall promptly notify the NJPA of any ambiguity, inconsistency, or error they may discover. Interpretations, corrections and changes to this RFP will be made by NJAP through addendum. Interpretations, corrections, or changes made in any other

manner will not be binding and Proposer shall not rely upon such.

3.15 Submit all questions about this RFP, in writing, referencing “**COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES**” to Gregg Meierhofer, NJPA 202 12th Street NE, Staples, MN 56479 or RFP@njpacoop.org. Those not having access to the Internet may call Gregg Meierhofer at (218) 894-1930. Requests for additional information or interpretation of instructions to Proposers or technical specifications shall also be addressed to Gregg Meierhofer. NJPA urges Potential Proposers to communicate all concerns well in advance of the deadline to avoid misunderstandings. Questions received less than seven (7) days ending at 4:00 p.m. Central Time of the seventh (7th) calendar day prior to proposal due-date cannot be answered.

3.16 If the answer to a question is deemed by NJPA to have a material impact on other potential proposers or the RFP itself, the answer to the question will become an addendum to this RFP.

3.17 If the answer to a question is deemed by NJPA to be a clarification of existing terms and conditions and does not have a material impact on other potential proposers or the RFP itself, no further documentation of that question is required.

3.18 As used in this solicitation, clarification means communication with a Potential Proposer for the sole purpose of eliminating minor irregularities, informalities, or apparent clerical mistakes in the RFP.

3.19 Addenda are written instruments issued by NJPA that modify or interpret the RFP. All addenda issued by NJPA shall become a part of the RFP. Addenda will be delivered to all Potential Proposers using the same method of delivery of the original RFP material. NJPA accepts no liability in connection with the delivery of said materials. Copies of addenda will also be made available on the NJPA website at www.njpacoop.org by clicking on “Current and pending Proposals” and from the NJPA offices. No questions will be accepted by NJPA later than five (5) days prior to the deadline for receipt of proposals, except an addendum withdrawing the request for proposals or one that includes postponement of the date of receipt of proposals. Each Potential Proposer shall ascertain prior to submitting a Proposal that it has received all addenda issued, and the Proposer shall acknowledge their receipt in its Proposal Response.

3.20 An amendment to a submitted proposal must be in writing and delivered to NJPA no later than the time specified for opening of all proposals.

F. MODIFICATION OR WITHDRAWAL OF A SUBMITTED PROPOSAL

3.21 A submitted proposal may not be modified, withdrawn from or cancelled by the Proposer for a period of ninety (90) days following the date proposals were opened regarding this RFP. Prior to the deadline for submission of proposals, any proposal submitted may be modified or withdrawn by notice to the NJPA Manager of Bids and Contracts. Such notice shall be submitted in writing and include the signature of the Proposer and shall be delivered to NJPA prior to the deadline for submission of proposals and it shall be so worded as not to reveal the content of the original proposal. However, the original proposal shall not be physically returned to the Potential Proposer until after the official proposal opening. Withdrawn proposals may be resubmitted up to the time designated for the receipt of the proposals if they are then fully in conformance with the Instructions to Proposer.

G. VALUE ADDED ATTRIBUTES, PRODUCTS/SERVICES

3.22 Examples of Value Added Attributes: Value-Added attributes, products and services are items offered in addition to the products and services being proposed which adds value to those items being proposed. The availability of a contract for maintenance or service after the initial sale, installation, and set-up may, for instance, be “Value Added Services” for products where a typical buyer may not have the ability to perform these functions.

3.23 Where to document Value Added Attributes: The opportunity to indicate value added dimensions

and such advancements will be available in the Proposer's Questionnaire and Proposer's product and service submittal.

3.24 Value added equipment/products and services and expanded services, as they relate to this RFP, will be given positive consideration in the award selection. Consideration will be given to an expanded selection of "COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES", and advances to provide products/services, supplies meeting and/or exceeding today's industry standards and expectations. A value add would include a program or service that further serves the members needs above and possibly beyond standard expectation and complements the equipment/products and services and training. Value added could include areas of product and service, sales, ordering, delivery, performance, maintenance, technology, and service that furthers the functionality and effectiveness of the procurement process while remaining within the scope of this RFP.

3.25 Minority, Small Business, and Women Business Enterprise (WMBE) participation: It is the policy of some NJPA Members to involve Minority, Small Business, and WMBE contractors in the purchase of goods and services. Vendors should document WMBE status for their organization AND any such status of their affiliates (i.e. Supplier networks) involved in carrying out the activities invited. The ability of a Proposer to provide "Credits" to NJPA and NJPA Members in these subject areas, either individually or through related entities involved in the transaction, will be evaluated positively by NJPA. NJPA is committed to facilitating the realization of such "Credits" through certain structuring techniques for transactions resulting from this RFP.

3.26 Environmentally Preferred Purchasing Opportunities: There is a growing trend among NJPA Members to consider the environmental impact of the equipment/products and services they purchase. Please identify any "Green" characteristics of the goods and services in your proposal and identify the sanctioning body determining that characteristic. Where appropriate, please indicate which products have been certified as "green" and by which certifying agency.

3.27 On-Line Requisitioning systems: When applicable, on-line requisitioning systems will be viewed as a value-added characteristic. Proposer shall include documentation about user interfaces that make on-line ordering easy for NJPA Members as well as the ability to punch-out from mainstream e-Procurement or Enterprise Resource Planning (ERP) systems that NJPA Members may currently utilize.

3.28 Financing: The ability of the Proposer to provide financing options for the products and services being proposed will be viewed as a Value Added Attribute.

H. CERTIFICATE OF INSURANCE

3.29 Proposer shall provide evidence of liability insurance coverage identified below in the form of an ACCORD binder form with their proposal. Upon Award issued pursuant to this contract, and prior to the execution of any commerce relating to such award, Vendor will be responsible for providing verification, in the form of an ACCORD binder identifying the coverage required below and identifying NJPA as a "Certificate Holder" and an "Additional Insured". Vendor will be responsible to maintain such insurance coverage at their own expense throughout the term of any contract resulting from this solicitation.

3.30 Vendor, upon award, shall be required to maintain the following insurance coverage's during the term of the NJPA Contract:

- (1) Workers Compensation insurance (Occurrence) with the following minimum coverage's:
Bodily
injury by accident--per employee \$100,000; Bodily injury by disease--per employee \$100,000;
Policy limits \$500,000. In addition, Proposer shall require all subcontractors occupying the
premises or
performing work under the contract to obtain an insurance certificate showing proof of Workers
Compensation Coverage with the following minimum coverage's: Bodily injury by accident--per

employee \$100,000; Bodily injury by disease--per employee \$100,000; Policy limits \$500,000.
(2) Commercial General Liability Policy per occurrence \$1,000,000.
(3) Business Auto Policy to include but not be limited to liability coverage on any owned, non-owned and hired vehicle used by Proposer or Proposer's personnel in the performance of this Contract. The Business Automobile Policy shall have a per occurrence limit of \$1,000,000.

3.31 The foregoing policies shall contain a provision that coverage afforded under the policies will not be canceled, or not renewed or allowed to lapse for any reason until at least thirty (30) days prior written notice has been given to NJPA. Certificates of Insurance showing such coverage to be in force shall be filed with NJPA prior to commencement of any work under the contract. The foregoing policies shall be obtained from insurance companies licensed to do business nationally and shall be with companies acceptable to NJPA, which must have a minimum AM Best rating of A-. All such coverage shall remain in full force and effect during the term and any renewal or extension thereof.

I. ORDER PROCESS AND/OR FUNDS FLOW

3.32 Please propose an order process and funds flow. Please choose from one of the following:

3.32.1 B-TO-G: The Business-to-Government order process and/or funds flow model involves NJPA Members issuing Purchase Orders directly to a Vendor and pursuant to a Contract resulting from this RFP.

3.32.3 Other: Please fully identify.

J. ADMINISTRATIVE FEES

3.33 Proposer agrees to authorize and/or allow for an administrative fee payable to NJPA by an Awarded Vendor in exchange for its facilitation and marketing of a Contract resulting from this RFP to current and potential NJPA Members. This Administration Fee shall be:

3.33.1 Calculated as a percentage of the dollar volume of all equipment/products and services provided to and purchased by NJPA Members or calculated as reasonable and acceptable method applicable to the contracted transaction, and

3.33.2 Included in, and not added to, the pricing included in Proposer's Response to this RFP, and

3.33.3 Designed to offset the anticipated costs of NJPA's involvement in facilitating the establishment, Vendor training, and the order/product/funds flow of the Contract resulting from this RFP, and other uses as deemed appropriate by NJPA's Board of Directors from time to time.

3.33.3.1 Typical administrative fees for a B-TO-G order process and funds flow is 2.0%.

3.34 The opportunity to propose these factors and an appropriate administrative fee is available in the Proposer's Questionnaire.

4. PRICING STRATEGIES

4.1 NJPA requests Potential Proposers respond to this RFP only if they are able to offer a wide array of equipment/products and services and at prices lower and better value than what they would ordinarily offer to single government agency, larger school district, or regional cooperative.

4.2 RFP is an "Indefinite Quantity Product/Service Price Request" with potential national sales distribution and service. Proposers are agreeing to fulfill Contract obligations regarding each product/service to which you provide a description and a price. If Proposer's solution requires additional supporting documentation, describe where it can be found in your submission. If Proposer offers the solution in an alternative fashion, describe your solution to be easily understood. All pricing must be

copied on a CD along with other requested information as a part of a Proposer's Response.

4.3 Regardless of the payment method selected by NJPA or NJPA Member, a total cost associated with any purchase option of the equipment/products and services and being supplied must always be disclosed at the time of purchase.

4.4 Primary Pricing/Secondary Pricing Strategies- All Proposers will be required to submit "Primary Pricing" in the form of either "Line-Item Pricing," or "Percentage Discount from Catalog Pricing," or a combination of these pricing strategies. Proposers are also encouraged to offer OPTIONAL pricing strategies including "Hot List," "Sourced Goods," and "Volume Discounts," as well as financing options such as leasing.

A. LINE-ITEM PRICING

4.5 Line-Item pricing- A pricing format where specific individual products and/or services are offered at specific individual Contract prices. Products and/or services are individually priced and described by characteristics such as manufacture name, stock or part number, size, or functionality. This method of pricing offers the least amount of confusion as products and prices are individually identified, however Proposers with a large number of products to propose may find this method cumbersome. In these situations, a percentage discount from catalog or category pricing model may make more sense.

4.6 All Line-Item Pricing items must be numbered, organized, sectioned, including SKU's (when applicable) and easily understood by the Proposal Evaluation Committee and members.

4.7 Line-Item Pricing items are to be submitted in an Excel spreadsheet format provided and are to include all appropriate identification information necessary to discern the line item from other line items in each Proposer's proposal.

4.8 The purpose for the excel spreadsheet format for Line-Item Pricing is to be able to use the "Find" function to quickly find any particular item of interest. For that reason, Proposers are responsible for providing the appropriate product and service identification information along with the pricing information which is typically found on an invoice or price quote for such products and services.

4.9 All products and services typically appearing on an invoice or price quote must be individually priced and identified on the line-item price sheet, including any and all ancillary costs.

4.10 Proposers are asked to provide both a "List" price as well as a "Proposed Contract Price" in their pricing matrix. "List" price will be the standard "quantity of one" price currently available to government and educational customers excluding cooperative and volume discounts

B. PERCENTAGE DISCOUNT FROM CATALOG OR CATEGORY

4.11 Percent Discount From Catalog, list or Category Pricing- A specific percentage discount from a "Catalogue or List Price" defined as a Manufacturer's Suggested Retail Price (MSRP) for the products or services being proposed.

4.12 Individualized percentage discounts can be applied individually to any number of defined product groupings.

4.13 A Percentage Discount from MSRP may be applied to all elements identified in MSRP including the base vehicle AND all Manufacturer Options.

4.14 Dealer supplied Options will be priced using a "Sourced Goods Multiplier" as defined herein.

4.15 When a Proposer elects to use “Percentage Discount from Catalog or Category,” Proposer will be responsible for providing and maintaining current “MSRP” with NJPA both in their proposal and throughout the term of any Contract resulting from this RFP.

4.16 NJPA reserves the right to review catalogs submitted to determine if the represented products and services reflect the scope of this RFP. Each new catalog received may have the effect of adding new product offerings and deleting products no longer carried by the Vendor. New catalogs shall apply to the Contract only upon approval of the NJPA. Non-approved use of catalogs may result in termination for convenience. New price lists or catalogs found to be offering non-contract items during the Contract may be grounds for terminating the Contract for convenience. New optional accessories for equipment may be added to the Contract at the time they become available.

C. HOT LIST PRICING

4.17 Where applicable, NJPA also invites the Vendor, at their option, to offer a specific selection of products/services, defined as a Hot List Pricing, at greater discounts than those listed in the standard Contract pricing. All product/service pricing, including the Hot List Pricing, must be submitted in hard copy as well as electronically provided in Excel format. Hot List pricing must be submitted in a Line-Item format. Providing a “Hot List” of equipment/products and services is optional. Equipment/products and services may be added or removed from the “Hot List” at any time provided that current “Hot List” prices are provided to NJPA at all times.

4.18 Hot List pricing when applicable may also be used to discount and liquidate close-out and discontinued equipment/products and services as long as those close-out and discontinued items are clearly labeled as such. Current ordering process and administrative fees apply. This option must be published and made available to all NJPA Members.

4.19 Hot List Pricing is allowed to change at the discretion of the Vendor within the definition of Hot List Pricing. The Vendor is responsible to maintain current Hot List product/service descriptions and Pricing with NJPA.

D. CEILING PRICE

4.20 Proposal pricing is to be established as a ceiling price. At no time may the proposed equipment/products and services be offered pursuant to this Contract at prices above this ceiling price without approval by NJPA. **IMPORTANT NOTE:** Contract prices may be reduced to allow for volume considerations and commitments and to meet the specific and unique needs of an NJPA Member.

4.21 Allowable specific needs may include competitive situations, certain purchase volume commitments or the creation of custom programs based on the individual needs of NJPA Members.

E. VOLUME PRICE DISCOUNTS

4.22 Proposers are free to offer volume discounts from the contract pricing documented in a Contract resulting from this RFP. Volume considerations shall be determined between the Vendor and individual NJPA Members on a case-by-case basis.

4.23 Nothing in this Contract establishes a favored member relationship between the NJPA or any NJPA Member and the Vendor. The Vendor will, upon request by NJPA Member, extend this same reduced price offered or delivered to another NJPA Member provided the same or similar volume commitment, specific needs, terms, and conditions, a similar time frame, seasonal considerations, locations, competitively situations and provided the same manufacturer support is available to the Vendor.

4.24 All price adjustments are to be offered equally to all NJPA Members exhibiting the same or substantially similar characteristics such as purchase volume commitments, and timing including the availability of special pricing from the Vendor's suppliers.

F. SOURCED GOODS/OPEN MARKET ITEMS

4.25 NJPA or NJPA Members may from time to time, request goods and/or equipment/products and services within the scope of this RFP, which are not included in an awarded Vendor's line-item product /service listing or "list or catalog". These items are known as Sourced Goods or Open Market Items.

4.26 An awarded Vendor resulting from this RFP may "Source" these equipment, products and services for NJPA or an NJPA Member to the extent they:

4.26.1 Identify all such equipment, products and services as "Sources Goods" or "Open Market Items" on any quotation issued in reference to an NJPA awarded contract, and provided to either NJPA or an NJPA Member, and

4.26.2 All applicable acquisition regulations pertaining to the purchase of such equipment, products and services have been followed, as defined by NJPA or the NJPA Member receiving quotation from Vendor, and

4.26.3 NJPA or the NJPA Member has determined the prices as quoted by Vendor for such equipment, products and services are fair and reasonable.

G. COST PLUS A PERCENTAGE OF COST

4.27 Cost plus a percentage of cost as a primary pricing mechanism is not desirable.

H. TOTAL COST OF ACQUISITION

4.28 The Total Cost of Acquisition for the equipment/products and services being proposed, including those payable by NJPA Members to either the Proposer or a third party, shall be defined as:

- The cost of the proposed goods and services delivered and operational for its intended purpose in the end-user's location.

4.29 For example, if you are proposing a materials only "Warehouse Goods" contract FOB Proposer's dock and physically at the Proposer's dock, your proposal would identify your deviation from the "The Total Cost of Acquisition" is to be "Proposal does not provide for delivery beyond Proposer's dock, nor any set-up activities or costs associated with those delivery or set-up activities." In contrast, proposed terms including all costs for goods and services delivered and operational at to the end-user's location would require a disclosure of "None"

I. REQUESTING PRODUCT AND SERVICE ADDITIONS/DELETIONS

4.30 Requests for product, service, and price additions, deletions, or changes must be made in written form and shall be subject to approval by NJPA.

4.31 New equipment/products and services may be added to a Contract resulting from this RFP at any time during that Contract to the extent those equipment/products and services are within the scope of this RFP. Those requests are subject to review and approval of NJPA. Allowable new equipment/products and services generally include new updated models of equipment/products and services and or enhanced services previously offered which could reflect new technology and improved functionality.

4.32 Proposers representing multiple manufacturers, or carrying multiple related product lines may also request the addition of new manufacturers or product lines to their Contract to the extent they remain within the scope of this RFP.

4.33 NJPA's due diligence in analyzing any request for change is to determine if approval of the request is 1) within the scope of the original RFP, and 2) in the "Best Interests of NJPA and NJPA Members." We are looking for consistent pricing and delivery mechanisms and an understanding of what value the proposal brings to NJPA and NJPA Members.

4.34 Documenting the "Best Interests of NJPA and NJPA Members" when outdated equipment is being deleted is fairly straight forward since the product is no longer available and not relevant to the procurement Contract.

4.35 Requests must be in the form of 1) a cover letter to NJPA a) asking to add the product line, b) making a general statement identifying how the products to be added are within the scope of the original RFP, and c) making a general statement identifying that, if appropriate, the pricing is consistent with the existing Contract pricing and 2) the detail as to what is being added at what price will then be an attachment to that cover letter.

4.36 NJPA's intent here is to encourage Proposers to provide and document NJPA's due diligence in a clear and concise one page format on which we can stamp and sign our acknowledgment and acceptance. This information must ultimately come from Proposers, and NJPA is requiring it in this format.

J. REQUESTING PRICING CHANGES

4.37 Price Decreases: Requests for standard Contract price decrease adjustments (percentage discount increases) are encouraged and will be allowed at any time based on market place efficiencies, market place competitiveness, improved technologies and/or improved methods of delivery or if Vendor engages in innovative procurement practices such as strategic sourcing, aggregate and volume purchasing. NJPA expects Vendors to propose their very best prices and anticipates price reductions due to the advancement of technologies and market place efficiencies. Documenting the "Best Interests of NJPA and NJPA Members" is pretty easy when we are documenting price reductions.

4.38 Price increases: Requests for standard contract price increases (or the inclusion of new generation products/services/services at higher prices) can be made at any time. These requests will again be evaluated by NJPA based on the best interests of NJPA and NJPA Members. As an example, typically acceptable requests for price increases for existing equipment/products and services may cite increases to the Vendor of input costs such as petroleum or other applicable commodities. Typically acceptable requests for price increases for new equipment/products and services enhance or improve on the current solutions currently offered as well as cite increases in utility of the new compared to the old. Vendors are requested to reasonably document the claims cited in their requests. Your written request for a price increase, therefore, is an exercise in describing what you need, and a justification for why you need it in sufficient detail for NJPA to deem such change to be in the best interests of our self and our Members.

4.39 Price Change Request Format: An awarded Proposer will use the format of a cover letter requesting price increases in general terms (a 5% increase in product line X) and stating their justification for that price increase (due to the recent increase in petroleum costs) by product category. Specific details for the requested price change must be attached to the request letter identifying product/services where appropriate, both current and proposed pricing. Attachments such as letters from suppliers announcing price increases are appropriate for documenting your requests here.

K. PRICE AND PRODUCT CHANGES FORMAT

4.40 NJPA's due diligence regarding product and price change requests is to consider the reasonableness of the request and document consideration on behalf of our members. We would appreciate it if you would send the following documentation to request a pricing change:

4.40.1 A cover letter:

- a. Please address the following subjects in your cover letter:
 - i. What product/service prices are changing?
 - ii. How much are the prices changing?
 - iii. Why are the prices changing?
 - iv. Any additions or deletions from the previous product list and the reason for the changes.
- b. The specifics of the product/services and price changes will be listed in the excel spreadsheets identified below. Please take a more general "Disclosure" approach to identifying changes in the cover letter.
 - i. If appropriate, **for example**, state, "All paper equipment/products and services increased 5 % in price due to transportation costs."
 - ii. If appropriate, for instance, state, "The 6400 series floor polisher added to the product list is the new model replacing the 5400 series. The 6400's 3% price increase reflects the rate of inflation over the past year. The 5400 series is now included in the "Hot List" at a 20% discount from previous pricing until remaining inventory is liquidated."

4.40.2 An excel spreadsheet identifying all equipment/products and services being offered and their pricing. Each subsequent pricing update will be saved using the naming convention of "(Vendor Name) pricing effective XX/XX/XXXX."

- a. Include all equipment/products and services regardless of whether their prices have changed. By observing this convention we will:
 - i. Reduce confusion by providing a single, easy to find, current pricing sheet for each Vendor.
 - ii. Create a historical record of pricing.

L. SINGLE STATEMENT OF PRICING/HISTORICAL RECORD OF PRICING

4.41 Initially; and with each request for product addition, deletion, and pricing change; all equipment/products and services and services available, and the prices for those equipment/products and services and services will be stated in an Excel workbook. The request for price changes described above will serve as the documentation for those requested changes. Each complete pricing list will be identified by its "Effective Date." Each successive price listing identified by its "Effective Date" will create a "Product and Price History" for the Contract.

4.42 Proposers may use the multiple tabs available in an Excel workbook to separately list logical product groupings or to separately list product and service pricing as they see fit.

4.43 All equipment/products and services together with their pricing, whether changed within the request or remaining unchanged, will be stated on each "Pricing" sheet created as a result of each request for product, service, or pricing change.

4.44 Each subsequent "Single Statement of Product and Pricing" will be archived by its effective date therefore creating a product and price history for any Contract resulting from this RFP.

M. PAYMENT TERMS

4.45 Payment terms will be defined by the Proposer in the Proposer's Response. Proposers are encouraged to offer payment terms through P Card services.

4.46 Leasing- If available, identify any leasing programs available to NJPA and NJPA Members as part of your proposed. Proposers should submit an example of the lease agreement to be used. Proposers should identify:

- General leasing terms such as:
 - The percentage adjustment over/under an index rate used in calculating the internal rate of return for the lease; and
 - The index rate being adjusted; and
 - The "Purchase Option" at lease maturity (\$1, or fair market value); and
 - The available term in months of lease(s) available.
- Leasing company information such as:
 - The name and address of the leasing company; and
 - Any ownership, common ownership, or control between the Proposer and the Leasing Company

N. SALES TAX

4.47 Sales and other taxes, where applicable, shall not be included in the prices quoted. Vendor will charge state and local sales and other taxes on items for which a valid tax exemption certification has not been provided. Each NJPA Member is responsible for providing verification of tax exempt status to Vendor. When ordering, if applicable, NJPA Members must indicate that they are tax exempt entities. Except as set forth herein, no party shall be responsible for taxes imposed on another party as a result of or arising from the transactions contemplated by a Contract resulting from this RFP.

O. SHIPPING AND SHIPPING PROGRAM

4.48 Shipping program for material only proposals, or sections of proposals, must be defined as a part of the cost of goods. If shipping is charged to NJPA or NJPA Member, only the actual cost of delivery may be added to an invoice. Shipping charges calculated as a percentage of the product price may not be used, unless such charges are lower than actual delivery charges. No COD orders will be accepted. It is desired that delivery be made within ninety-days (90) of receipt of the Purchase Order.

4.49 Any shipping cost charged to NJPA or NJPA Members will be considered to be part of "proposal pricing."

4.50 Additional costs for expedited deliveries will be at the additional shipping or handling expense to the NJPA Member.

4.51 Selection of a carrier for shipment will be the option of the party paying for said shipping. Use of another carrier will be at the expense of the requester.

4.52 Proposers must define their shipping programs for Alaska and Hawaii and any location not served by conventional shipping services. Over-size and over-weight items and shipments may be subject to custom freight programs.

4.53 Proposals containing restocking fees are less advantageous than those not containing re-stocking fees. That being said, certain industries cannot avoid restocking fees. Certain industries providing made to order goods may not allow returns. With regard to returns and restocking fees, Proposers will be evaluated based on the relative flexibility extended to NJPA and NJPA Members relating to those subjects. Where used, restocking fees in excess of 15% will not be considered excessive. Restocking fees

may be waived, at the option of the Proposer/Vendor. Indicate all shipping and re-stocking fees in price program.

4.54 Proposer agrees shipping errors will be at the expense of the Vendor. For example, if a Vendor ships a product that was not ordered by the member, it is the responsibility of the Vendor to pay for return mail or shipment at the convenience of the member.

4.55 Unless specifically stated otherwise in the "Shipping Program" of a Proposer's Response, all prices quoted must be F.O.B. destination with the freight prepaid by the Vendor. Time is of the essence on this Contract. If completed deliveries are not made at the time agreed, NJPA or NJPA Member reserves the right to cancel and purchase elsewhere and hold Vendor accountable. If delivery dates cannot be met, Vendor agrees to advise NJPA or NJPA Member of the earliest possible shipping date for acceptance by NJPA or NJPA Member.

4.56 Goods and materials must be properly packaged. Damaged goods and materials will not be accepted, or if the damage is not readily apparent at the item of delivery, the goods shall be returned at no cost to NJPA or NJPA Member. NJPA and NJPA Members reserve the right to inspect the goods at a reasonable time subsequent to delivery where circumstances or conditions prevent effective inspection of the goods at the time of delivery.

4.57 Vendor shall deliver Contract conforming products in each shipment and may not substitute products without approval from NJPA Member.

4.58 NJPA reserves the right to declare a breach of Contract if the Vendor intentionally delivers substandard or inferior products which are not under Contract and described in its paper or electronic price lists or sourced upon request to any member under this Contract. In the event of the delivery of a non-conforming product, NJPA Member will immediately notify Vendor and Vendor will replace non-conforming product with conforming product.

4.59 Throughout the term of the Contract, Proposer agrees to pay for return shipment on goods that arrive in a defective or inoperable condition. Proposer must arrange for the return shipment of damaged goods.

4.60 Unless contrary to other parts of this solicitation, if the goods or the tender of delivery fail in any respect to conform to this Contract, the purchasing member may: 1) reject the whole, 2) accept the whole or 3) accept any commercial unit or units and reject the rest.

P. NORMAL WORKING HOURS

4.61 Prices quoted are for equipment/products and services delivered during normal business hours. Normal Business hours will be as specifically defined herein, defined through industry standards OR defined through statement contained in the purchase/work order issued pursuant to a Contract resulting from this RFP.

5. MARKETING PLAN

5.1 Internal Marketing Plan: Our sales force is your sales force. If you are awarded a contract based on this solicitation your sales force will be the primary driver of everyone's success. Your sales force needs to be aware that:

- The use of the NJPA Contract will save their customer (NJPA's Member) the time and effort of bringing a new individual Request For Proposal (RFP);
- The use of the NJPA Contract will your sales force the time and effort of responding to individual Request For Proposals (RFPs);
- The use of the NJPA Contract will guaranty that NJPA members have the ability to choose you

An award of Contract resulting from this RFP is an opportunity for the awarded contractor to pursue commerce with, and deliver value to NJPA and NJPA Members nationwide. An award of Contract is not an opportunity to see how much business NJPA can drive to an awarded Vendor's door. Your internal marketing plan should serve to:

5.1.1 Identify the appropriate levels of sales management whom will need to understand the value of, and the internal procedures necessary to deliver this Contract opportunity to NJPA and NJPA Members through your sales force.

5.1.2 Identify, in general, your national foot print and dedicated feet-on-the-street sales force that will be carrying this Contract message and opportunity in the field to NJPA Members. Outline the sale force in terms of numbers and geographic distribution.

5.1.2.1 Identify whether your sales force are employees or independent contractors.

5.1.3 Identify your plan for delivering training to these individuals.

5.1.3.1 Will you have your sales force gathered at national or regional events in the near future? Does you sales force have the ability to participate in webinar or webcast events?

5.1.3.2 NJPA is prepared to provide our personnel in your location for sales training and/or on a webinar or webcast where sufficient efficiencies can be shown in reaching the appropriate groups within your employee base, and sufficient numbers of personnel trained.

5.1.4 Identify your personnel involved in training.

5.1.4.1 NJPA can provide personnel to deliver training regarding the Contract itself, the authority of NJPA to offer the Contract vehicle to its Members, the value the Contract vehicle delivers to NJPA and NJPA Members, the scope of NJPA Membership, and the authority of NJPA Members to utilize our procurement contracts.

5.1.4.2 Your personnel will be needed to provide training regarding employee compensation and internal procedures when delivering the Contract opportunity, and how this Contract purchasing opportunity relates with other such opportunities available.

5.2 Success in marketing is dependent upon 1) the delivery of value as defined in section 1.4, 2) the delivery of knowledge of the program and its proper use and utility, and 3) the delivery of opportunity and reward which creates a personal commitment to the program. NJPA desires a marketing plan that:

5.2.1 identifies the value delivered in a competitively proposed national cooperative procurement contract by relieving both the NJPA Member and the Vendor/Vendor's sales staff of the responsibility for bringing and answering many similar and individual RFP's; and

5.2.2 identifies the appropriate Vendor personnel from both management and sales staff who will be trained on the use and utility of such a contract and a general schedule of when and how those individuals will be trained; and

5.2.3 identifies in general how the reward system for the marketing, delivery, and service chain of the Vendor will be affected by the implementation of the proposed Contract and how that will be proposed to those individuals in terms of the value created for them and their departments in 5.1.1 above.

5.3 External Marketing Plan: NJPA is seeking the ability to serve all our current and potential members nationwide. The Proposer must demonstrate the ability to both market and service their

products/services/services nationwide. Please demonstrate your sales and service force contains sufficient people in sufficient proximities, to receive the knowledge, opportunity, and reward in order to make a personal commitment to serving NJPA and NJPA Members nationwide.

5.4 The Proposer must exhibit the willingness and ability to develop marketing materials and participate in marketing venues such as:

5.4.1 Printed Marketing Materials. Proposer will initially produce and thereafter maintain full color print advertisements in camera ready electronic format including company logos, identifying the Vendor, the Vendor's general utility for NJPA and NJPA Members, and contact information to be used by NJPA and NJPA Members in a full page, half page, and quarter page formats. These advertisements will be used in the NJPA Catalog and publications.

5.4.2 Press releases and advertisements. Proposer will identify a marketing plan identifying their anticipated press releases, contract announcements, advertisements in industry periodicals, or other direct or indirect marketing activities.

5.4.3 Proposer's Website. Proposer will identify how an Awarded Contract will be displayed on the Proposer's website. An on-line shopping experience for NJPA and NJPA Members is desired when applicable and will be viewed as a value-added attribute to a Proposer's Response.

5.4.4 Trade Shows. Proposer will outline their proposed involvement in the promotion of a Contract resulting from this RFP through trade shows. Vendors are encouraged to identify tradeshow and other appropriate venues for the promotion of any such Contract. Vendors are strongly encouraged to participate in cooperation with NJPA at NJPA embraced trade shows. Examples of such could include:

NAEP	National Association of Education Procurement
I-ASBO	International Association of School Business Officials
NIGP	National Institute of Government Purchasing

5.5 Proposer must also work in cooperation with NJPA to develop a marketing strategy and provide avenues to equally market and drive sales through the Contract and program to all NJPA Members nationally. Awarded Vendor agrees to actively market in cooperation with NJPA all available equipment/products and services to current and potential NJPA Members. NJPA reserves the right to deem a proposer non-responsive or to waive an award based on an unacceptable marketing plan.

5.6 As a part of this response, submit a complete Marketing Plan on how you would help NJPA rollout this program to current and potential NJPA Members. NJPA requires the Vendor actively promote the Contract in cooperation with the NJPA. Vendors are advised to consider marketing efforts in the areas of 1) Website Link from Vendors website to NJPA's website, 2) Attendance and participation with a display booth at national trade shows as agreed upon/required by NJPA, and 3) Sales team and sales training programs involving both Vendor sales management and NJPA staff. NJPA requires awarded Vendors to offer the NJPA Contract opportunity to all current and qualified NJPA Members.

5.7 Facilitating NJPA Membership: Proposer should express their commitment to determine the membership status of their customers whom are eligible for NJPA Membership, AND their commitment to establishing that membership.

5.7.1 Membership information: Proposer should further express their commitment to capturing sufficient member information as is deemed necessary by NJPA to appropriately facilitate membership and certain marketing activities as agreed to by NJPA and an Awarded contractor.

6. PROPOSAL OPENING PROCEDURE

6.1 Sealed and properly identified Proposer's Responses for this RFP entitled **"COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES"** will be received by Gregg Meierhofer, Manager of Bids and Contracts, at NJPA Offices, 202 12th Street NE, Staples, MN 56479 until the deadline for receipt of, and proposal opening identified on page one of this RFP. The NJPA Director of Contracts and Marketing, or Representative from the NJPA Proposal Evaluation Committee, will then read the Proposer's names aloud. A summary of the responses to this RFP will be made available for public inspection in the NJPA office in Staples, MN. A letter or e-mail request is required to receive a complete RFP package. Send or communicate all requests to the attention of Gregg Meierhofer 202 12th Street Northeast Staples, MN 56479 or RFP@njpacoop.org to receive a complete copy of this RFP. Method of delivery needs to be indicated in the request; an email address is required for electronic transmission. Oral, facsimile, telephone or telegraphic Proposal Submissions or requests for this RFP are invalid and will not receive consideration. All Proposal Responses must be submitted in a sealed package. The outside of the package shall plainly identify **"COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES"** To avoid premature opening, it is the responsibility of the Proposer to label the Proposal Response properly.

7. EVALUATION OF PROPOSALS

A. PROPOSAL EVALUATION PROCESS

7.1 NJPA will use a 1,000 Point Evaluation System to help determine the best overall Proposer(s) selection. Bonus points may be available for specific proposal characteristics identified such as "Green Product Certifications."

7.2 NJPA reserves the right to use a "Cost Scoring Evaluation" through a product comparison process of like products/services. This process will establish points for submitted price levels. See Cost Scoring Evaluation.

7.3 NJPA shall use a final overall scoring system to include consideration for best price and cost evaluation. The total possible score is 1,000 points. NJPA reserves the right to assign any number of point awards or penalties it considers warranted if a Proposer stipulates exceptions, exclusions, or limitations of liabilities.

7.4 To qualify for the final evaluation, a Proposer must have been deemed responsive as a result of the criteria set forth under "Proposer Responsiveness."

7.5 Responses will be evaluated first for responsiveness and thereafter for content. The NJPA Board of Directors will make awards to the selected Proposer(s) based on the recommendations of the Proposal Evaluation Committee.

7.6 The procurement activities of the NJPA Proposal Evaluation Committee are limited to document preparation, answering Proposer questions, advertising the solicitation, distribution of this RFP upon request, conducting an evaluation and making recommendation for possible approval to NJPA Board of Directors.

B. PROPOSER RESPONSIVENESS

7.7 Proposer's Responses received after the deadline for submission will be invalid and returned to the Potential Proposer unopened.

7.8 An essential part of the proposal evaluation process is an evaluation to qualify the Proposer being considered. All proposals must contain answers or responses to the information requested in the proposal

forms. Any Proposer failing to provide the required documentation may be considered non-responsive.

7.9 Deviations or exceptions stipulated in Proposer's Response may result in the proposal being classified as non-responsive.

7.10 To qualify for evaluation, a proposal must have been submitted on time and materially satisfy all mandatory requirements identified in this document. A proposal must reasonably and substantially conform to all the terms and conditions in the solicitation to be considered responsive.

7.11 The Proposal Evaluation Committee shall utilize the following criteria to evaluate all proposals received. Items 1-4 constitute the test for "Level One Responsiveness" and are determined on the proposal opening date. "Level 2" responsiveness is determined through the evaluation of the remaining items listed below. These items are not arranged in order of importance and each item may encompass multiple areas of information requested.

1. The proposal response is received prior to the deadline for submission.
2. The proposal package was properly addressed and identified as a sealed proposal with a specific opening date and time.
3. The proposal response contains the required certificate of liability insurance.
4. The proposal response contains original signatures on all documents requiring such.
5. Response's conformance to terms and conditions as described in the solicitation, including documentation.
6. Possesses qualifications as a responding Proposer that meets or exceeds those set within the solicitation.
7. Information from references and past performance information including past member approval.
8. Demonstrates that they offer the most current industry standard equipment/products and services and/or services.
9. Demonstrates financial stability and a favorable banking line of credit.
10. Demonstrates their equipment/products and services and/or services proposed meet and/or exceed industry standards accepted by educational or governmental institutions.
11. Has demonstrated market place success and their past performance exhibit an acceptable reputation.
12. Demonstrates the company possesses the background, knowledge, capacity, and ability to sell, deliver, and support equipment/products and services offered to Members.
13. Has provided documentation defining, outlining, and describing their concept of a national marketing program they will be implementing to facilitate and coordinate the cooperative activities required by an awarded Contract.
14. Has provided all of the required and applicable documentation required i.e. insurance certificates, licenses, and/or registration certificates required to do business nationally.
15. Line-Item Pricing, in approved excel format, listing of all of the proposed equipment/products and services and warranty provisions with their associated units of costs.
16. Core List selection of equipment/products and services in Line-Item Pricing format
17. Hot List Pricing equipment/products and services in a Line-Item Pricing format (where applicable).
18. Contract Pricing submitted as requested to include core list or products/services, Line-Item Pricing and/or Percentage Discount from published gov/ed price list or Catalog.

C. PROPOSAL EVALUATION CRITERIA

7.12 If a manufacturer or supplier chooses not to produce or supply goods and services to meet the scope of this RFP, such action will be considered sufficient cause to reduce evaluation points.

7.13 Consideration will be given in the award based on the completion and degree of information provided regarding available products, equipment, and accessories, as well as, applicable parts of the

Proposer Information and Questionnaire.

7.14 The fact a manufacturer or supplier chooses not to produce or provide equipment products or services to meet the intent and scope of this RFP will not be considered sufficient cause to adjudge this RFP as restrictive.

7.15 The Proposer is required to have extensive knowledge and at least three (3) years of experience with the related activities surrounding the selling of the equipment, service or related products offered.

7.16 NJPA reserves the right to accept or reject newly formed companies solely based on information provided in the proposal and/or its own investigation of the company.

7.17 Consideration will be given in the proposal evaluation based upon the selection, variety, technological advances, and demonstrated quality of products submitted, technological advances, and pricing. The ability of the Proposer to communicate the value of these factors and to demonstrate how the depth and breadth of their product and service offerings provide NJPA and NJPA Members with a sole source of responsibility within the scope of this RFP will be positively reviewed.

7.18 Consideration will also be given to proposals demonstrating technological advances, provide increased efficiencies, expanded service and other related improvements beyond today's NJPA member's needs and applicable standards.

7.19 Strong consideration will be given to a Proposer's past performance, distribution model, and the demonstration their ability to effectively market and service NJPA Membership nationally.

7.20 Strong consideration will be given to the best price as it relates to the quality of the product and service. However, price is ultimately one of the factors taken into consideration in evaluation and award.

7.21 Evaluation of a Proposer's Responses will take into consideration as a minimum response but not necessarily limited to the following:

1. Adherence to all requirements of this RFP as defined by industry standards.
2. Prior knowledge of and experience with a Proposer in terms of past performance and market place success.
3. Capability of meeting or exceeding current and future needs or requirements of NJPA and NJPA Members.
4. Evaluation of Proposer's ability to market to and provide service to all NJPA Members nationally.
5. Financial condition of the Proposer.
6. Nature and extent of company data furnished in Proposer's Response.
7. Quality of products, equipment, and services offered including value added related services.
8. History of member service to NJPA type customers.
9. Overall ability to perform sales, solutions and contract support as submitted.
10. Ability to meet service and warranty needs.
11. History of meeting shipping and delivery expectations of contracted products/ services.
12. Technology advancements and related provisions.
13. Ability to market and promote the Contract within current business practices.
14. Willingness to develop and enter into NJPA Contract and business relations.
15. Favorable bond rating and applicable industry standard licensing ability.
16. Past market place successes and brand recognition.
17. Demonstrated warranty and product/service responsibility.

7.22 The Proposer's ability to follow the proposal preparation instructions set forth in this solicitation will also be considered to be an indicator of the Proposer's ability to follow other future instructions should they receive an award as a result of this solicitation. Any Contract between NJPA and a Proposer

requires the delivery of information and data. The quality of organization and writing reflected in the proposal will be considered an indication of the quality of organization and writing which would be prevalent if a Contract was awarded. As a result, the proposal will be evaluated as a sample of data submission.

7.23 Proposer's audited financial statements from previous year end (or an unaudited copy if an audited copy is not available) - The Proposer's audited financial statements from previous year end (or an unaudited copy if an audited copy is not available) are requested and reviewed to get a general feel for the size, strength, and probable scope of the Proposer.

7.24 NJPA reserves the right to reject the Proposer's Response of the apparent successful Proposer where the available evidence or information does not exhibit the ability or intent to satisfy NJPA that the potential Vendor is unable to properly carry out the terms of this RFP and potential Contract.

7.25 NJPA shall reserve the right to reject any or all proposals. NJPA also reserves the right to reject a proposal not accompanied by required certificate of insurance, other data required by this RFP, or if a Proposer's Response is incomplete or irregular. The NJPA shall reject all proposals where there has been collusion among the Proposers.

7.26 Overall Evaluation (FORM G) - The NJPA Proposal Evaluation Committee will evaluate proposal received based on a 1,000 point evaluation system. The Committee will establish both the evaluation criteria and designate the relative importance of those criteria by assigning possible scores for each category.

7.27 Bonus Evaluation Points- Bonus evaluation points may be awarded by the NJPA Proposal Evaluation Committee based on criteria identified as being both "optional" and "having additional value"

D. COST SCORING EVALUATION

7.28 NJPA reserves the right to use this process in the event the Proposal Evaluation Committee feels it is necessary to make a final determination.

7.29 This process will be based on a point system with points being awarded for being low to high Proposer for each cost evaluation item selected. A "Market Basket" of identical (or substantially similar) equipment/products and services may be selected by the NJPA Proposal Evaluation Committee and the unit cost will be used as a basis for determining the point value. The "Market Basket:" will be selected by NJPA from all product categories as determined appropriate by NJPA. The low priced Proposer will receive the full point value and all other Proposers will receive points as follows: Lowest price Proposal = 5 (where there are five proposers), and inferior proposals = 4, 3, 2, 1 points each. The Total Score for each proposer will be the sum of all points earned. The result of this process shall not be the sole determination for award.

E. PRODUCT TESTING

7.30 NJPA reserves the right to request and test equipment/products and services and/or services from the apparent successful Proposer. Prior to the award of the Contract, the apparent successful Proposer, if requested by NJPA, shall furnish current information and data regarding the Proposer's resources, personnel, and organization within three (3) days.

F. PAST PERFORMANCE INFORMATION

7.31 Past performance information is relevant information regarding a Proposer's actions under previously awarded contracts to schools, local, state, and governmental agencies and non-profit agencies. It includes the Proposer's record of conforming to specifications and standards of good workmanship. The Proposer's history for reasonable and cooperative behavior and commitment to member satisfaction

shall be under evaluation. Ultimately, Past Performance Information can be defined as the Proposer's businesslike concern for the interests of the NJPA Member.

G. WAIVER OF FORMALITIES

7.32 NJPA reserves the right to waive any minor formalities or irregularities in any proposal and to accept proposals, which, in its discretion and according to the law, may be in the best interest of its members.

8. POST AWARD OPERATING ISSUES

A. SUBSEQUENT AGREEMENTS

8.1 Purchase Order- Purchase Orders for goods and services may be executed between NJPA or NJPA Members (Purchaser) and awarded Vendor(s) or Vendor's sub-contractors pursuant to this invitation and any resulting Contract. NJPA Members are instructed to identify on the face of such Purchase orders that "This purchase order is issued pursuant to NJPA procurement contract #XXXXXXX." A Purchase Order is an offer to purchase goods and services at specified prices by NJPA or NJPA Members pursuant to a Contract resulting from this RFP. Purchase Order flow and procedure will be developed jointly between NJPA and an Awarded Vendor after an award is made.

8.2 Governing Law- Purchase Orders, as identified above, shall be construed in accordance with, and governed by, the laws of a competent jurisdiction with respect to the purchaser. Each and every provision of law and clause required by law to be included in the Purchase Order shall be read and enforced as though it were included. If through mistake or otherwise any such provision is not included, or is not currently included, then upon application of either part the Contract shall be physically amended to make such inclusion or correction. The venue for any litigation arising out of disputes related to Purchase Order(s) shall be a court of competent jurisdiction to the Purchaser.

8.3 Additional Terms and Conditions- Additional terms and conditions to a Purchase Order may be proposed by NJPA, NJPA Members, or Vendors. Acceptance of these additional terms and conditions is OPTIONAL to all parties to the Purchase Order. The purpose of these additional terms and conditions is to, among other things; formerly introduce job or industry specific requirements of law such as prevailing wage legislation. Additional terms and conditions can include specific local policy requirements and standard business practices of the issuing Member. Said additional terms and conditions shall not interfere with the general purpose and intent of this RFP.

8.4 Asset Management Contracts: Asset Management type contracts can be initiated pursuant to a Contract resulting from this RFP at any time during the term of said Contract. The establishment of such Asset Management Contracts cannot exceed the authorized term of a Contract resulting from this RFP; however the Asset Management Contract term may extend beyond the maturity date of a Contract resulting from this RFP.

8.5 Specialized Service Requirements- In the event service requirements or specialized performance requirements such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements not addressed in the Contract resulting from this RFP, NJPA Member and Vendor may enter into a separate, standalone agreement, apart from a Contract resulting from this RFP. Any proposed service requirements or specialized performance requirements require pre-approval by Vendor. Any separate agreement developed to address these specialized service or performance requirements is exclusively between the NJPA Member and Vendor. NJPA, its agents, Members and employees shall not be made party to any claim for breach of such agreement. Product sourcing is not considered a service. NJPA Members will need to conduct procurements for any specialized services not identified in this Contract.

8.6 Performance Bond- At the request of the member, a Vendor will provide all performance bonds typically and customarily required in their industry. These bonds will be issued pursuant to the requirements of Purchase Orders for goods and services. If a purchase order is cancelled for lack of a

required performance bond, it shall be the recommendation of NJPA that pending Purchase Orders with all NJPA Members be considered for cancellation. Each member has the final decision on Purchase Order continuation. ANY PERFORMANCE BONDING REQUIRED BY THE MEMBER OR CUSTOMER STATE LAWS OR LOCAL POLICY IS TO BE MUTUALLY AGREED UPON AND SECURED BETWEEN THE VENDOR AND THE CUSTOMER/MEMBER.

B. NJPA MEMBER SIGN-UP PROCEDURE

8.7 Awarded Vendors will be responsible for familiarizing their sales and service forces with the various forms of NJPA Membership documentation and shall encourage and assist potential Members in establishing Membership

C. REPORTING OF SALE ACTIVITY

8.8 A report of the total gross dollar volume of all equipment/products and services purchased by NJPA Members as it applies to this RFP and Contract will be provided quarterly to NJPA. The form and content of this reporting will be developed by NJPA in cooperation with the Vendor to include, but not limited to, name and address of purchasing agency, amount of purchase, and a description of the items purchased.

8.8.1 Zero sales reports: Awarded Contractors are responsible for providing a quarterly sales report EVERY QUARTER regardless of the existence or amount of sales.

D. AUDITS

8.9 During the Term, Vendor will, upon not less than fourteen (14) business days' prior written request, make available to NJPA no more than once per calendar year, at Vendor's corporate offices, during normal business hours, the invoice reports and/or invoice documents from Vendor pertaining to all invoices sent by Vendor and payments made by NJPA members for all equipment/products and services purchased under this Contract. NJPA may employ an independent auditor or NJPA may choose to conduct such audit on its own behalf. Vendor shall have the right to approve the independent auditor, which approval shall not be unreasonably withheld. Upon approval and after the auditor has executed an appropriate confidentiality agreement, Vendor will permit the auditor to review the relevant Vendor documents. NJPA shall be responsible for paying the auditor's fees. The parties will make every reasonable effort to fairly and equitably resolve discrepancies to the satisfaction of both parties. Vendor agrees that the NJPA may audit their records with a reasonable notice to establish total compliance and to verify prices charged hereunder of the Contract are being met. Vendor agrees to provide verifiable documentation and tracking in a timely manner.

E. HUB PARTNER

8.10 Hub Partner: Where Applicable, NJPA Members may, from time to time, request to be served in some way through a "Hub Partner" for the purposes of complying with a Law, Regulation, or Rule to which that individual NJPA Member deems to be applicable in their jurisdiction. Hub Partners may bring value to the proposed transactions through consultancy, Disadvantaged Business Entity Credits, or other considerations.

8.11 Hub Partner Fees: Fees, costs, or expenses from this Hub Partner levied upon a transaction resulting from this contract, shall be payable by the NJPA Member provide that:

8.11.1 The fees, costs, or expenses levied by the Hub Vendor must be clearly itemized in the transaction. and

8.11.2 To the extent that the he Vendor stands in the chain of title during a transaction resulting from this RFP, the documentation shall be documented to show it is "Executed for the Benefit of

[NJPA Member Name]”.

F. TRADE-INS

8.12 Where Appropriate, the value in US Dollars, of Trade-ins will be negotiated between NJPA or an NJPA Member, and an Awarded Vendor. That identified “Trade-In” value shall be credited in full against the NJPA purchase price identified in a purchase order issued pursuant to any Awarded NJPA procurement contract. The full value of the trade-in will be consideration to that purchase order.

G. OUT OF STOCK NOTIFICATION

8.13 Vendor shall immediately notify NJPA members upon receipt of order(s) when an out-of-stock occurs. Vendor shall inform the NJPA member regarding the anticipated date of availability for the out-of-stock item(s), and may suggest equivalent substitute(s).

- The ordering organization shall have the option of accepting the suggested equivalent substitute, or canceling the item from the order.
- Under no circumstance is Proposer permitted to make unauthorized substitutions.
- Unfilled or substituted item(s) shall be indicated on the packing list.

H. TERMINATION OF CONTRACT RESULTING FROM THIS RFP

8.14 NJPA reserves the right to cancel the whole or any part of a resulting Contract due to failure by the Vendor to carry out any obligation, term or condition as described in the below procedure. Prior to any termination for cause, the NJPA will provide written notice to the Vendor, opportunity to respond and opportunity to cure according to the steps in the procedure in this Cancellation Section. Some examples of material breach are the following:

- The Vendor provides material that does not meet reasonable quality standards and is not remedied under the warranty;
- The Vendor fails to ship the products or provide the services within a reasonable amount of time;
- NJPA has reason to believe the Vendor will not or cannot perform to the requirements of the Contract and issues a request for assurance as described herein and Vendor fails to respond;
- The Vendor fails to observe any of the material terms and conditions of the Contract; and/or,
- The Vendor fails to follow the established procedure for purchase orders, invoices and/or receipt of funds as established by the NJPA and the Vendor in the Contract.
- The Vendor fails to report quarterly sales volume;
- The Vendor fails to actively market this Contract within the guidelines provided in this RFP and the expectations of NJPA.

8.15 Each party shall follow the below procedure if the Contract is to be terminated for violations or non-performance issues:

Step 1: Issue a warning letter outlining the violations and/or non-performance and state the length of time (10 days) to provide a response and correct the problem(s) if reasonably possible in such time frame.

Step 2: Issue a letter of intent to cancel Contract, if the problem(s) is not resolved within fifty (50) days.

Step 3: Issue letter to cancel Contract for cause.

8.16 Upon receipt of the written notice of concern, the Vendor shall have ten (10) business days to provide a satisfactory response to the NJPA. Failure on the part of the Vendor to reasonably address all issues of concern may result in Contract cancellation pursuant to this Section.

8.17 Any termination shall have no effect on purchases that are in progress at the time the cancellation is received by the NJPA. The NJPA reserves the right to cancel the Contract immediately for convenience, without penalty or recourse, in the event the Vendor is not responsive concerning the remedy, the performance, or the violation issue within the time frame, completely or in part.

8.18 NJPA reserves the right to cancel or suspend the use of any Contract resulting from this RFP if the Vendor files for bankruptcy protection or is acquired by an independent third party. Prior to commencing services under this Contract, the Proposer/Vendor must furnish NJPA certification from insurer(s) proving level of coverage usual and customary to the specific industry. The coverage is to be maintained in full effect during the Contract period. Vendor must be willing to provide, upon request, certification of insurance to any NJPA member or member using this Contract.

8.19 Either party may execute Contract termination without cause with a required 60-day written notice of termination. Termination of Contract shall not relieve either party of financial, product or service obligations incurred or accrued prior to termination.

8.20 NJPA may cancel any Contract resulting from this solicitation without any further obligation if any NJPA employee significantly involved in initiating, negotiating, securing, drafting or creating the Contract on behalf of the NJPA is found to be in collusion with any Proposer to this RFP for their personal gain. Such cancellation shall be effective upon written notice from the NJPA or a later date if so designated in the notice given. A terminated Contract shall not relieve either party of financial, product or service obligations due to participating member or NJPA.

8.21 Events of Automatic termination to include:

- Vendor's or NJPA's voluntary or involuntary bankruptcy or insolvency;
- Vendor's failure to remedy a material breach of a Contract resulting from this RFP within sixty (60) days of receipt of notice from NJPA specifying in reasonable detail the nature of such breach; and/or,
- Receipt of written information from any authorized agency finding activities of Vendors engaged in pursuant to a Contract resulting from this RFP to be in violation of the law.

9. GENERAL TERMS AND CONDITIONS

A. ADVERTISEMENT OF RFP

9.1 As a policy, NJPA shall advertise this solicitation 1) for two consecutive weeks in both the print and on-line editions of the MINNEAPOLIS STAR TRIBUNE, 2) it shall be placed on a national wire service by the MINNEAPOLIS STAR TRIBUNE, 3) it shall be posted on NJPA's website, 4) it shall be posted to the website of "Noticetobidders.com," and 5) it shall be posted to other third-party websites deemed appropriate by NJPA. Other third party advertisers may include Onvia and Bidsync,

B. ADVERTISING OF A CONTRACT RESULTING FROM THIS RFP

9.2 Proposer/Vendor shall not advertise or publish information concerning this Contract prior to the award being announced by the NJPA. Once the award is made, a Vendor is expected to advertise the awarded Contract to both current and potential NJPA Members.

C. APPLICABLE LAW

9.3 NJPA Compliance with Minnesota Procurement Law: Contracts awarded through NJPA are intended to meet the procurement laws of all states and NJPA will exhaust all avenues to comply with as many state laws as possible. It is the responsibility of each participating NJPA member to insure to their satisfaction that these laws are satisfied. An individual NJPA member using these contracts is deemed by

their own accord to be in compliance with proposal regulations. NJPA encourages the awarded Vendor to assist NJPA and the NJPA member in this research to the benefit of all involved.

9.4 Governing Law with respect to delivery and acceptance: All applicable portions of the Minnesota Uniform Commercial Code, all other applicable Minnesota laws, and the applicable laws and rules of delivery and inspection of the Federal Acquisition Regulations (FAR) laws shall govern contracts resulting from this solicitation.

9.5 Jurisdiction: Any claims pertaining to this RFP and any resulting Contract that develop between NJPA and any other party must be brought forth only in courts in Todd County in the State of Minnesota.

9.5.1 Purchase Orders issued pursuant to a contract resulting from this solicitation shall be construed in accordance with, and governed by, the laws of a competent jurisdiction with respect to the purchaser.

9.6 Vendor Compliance with applicable law: Vendor(s) shall comply with all federal, state, or local laws applicable to or pertaining to the acquisition, manufacturer, or sale of the equipment/products and services resulting from this RFP.

9.7 All applicable laws, whether or not herein contained, shall be included by this reference. It shall be Proposer's/Vendor's responsibility to determine the applicability and requirements of any such laws and to abide by them.

9.8 Indemnity: Each party agrees it will be responsible for its own acts and the result thereof to the extent authorized by law and shall not be responsible for the acts of the other party and the results thereof. NJPA's liability shall be governed by the provisions of the Minnesota Tort Claims Act, Minnesota Statutes, Section §3.736, and other applicable law.

9.9 Prevailing Wage: It shall be the responsibility of the Vendor to comply, when applicable, with prevailing wage legislation in effect in the jurisdiction of the purchaser (NJPA or NJPA Member). It shall be the responsibility of the Vendor to monitor the prevailing wage rates as established by the appropriate department of labor for any increase in rates during the term of this Contract and adjust wage rates accordingly.

9.10 Patent and Copyright infringement: If an article sold and delivered to NJPA or NJPA Members hereunder shall be protected by any applicable patent or copyright, the Vendor agrees to indemnify and save harmless NJPA and NJPA Members against any and all suits, claims, judgments, and costs instituted or recovered against it by any person whatsoever on account of the use or sale of such articles by NJPA or NJPA Members in violation or right under such patent or copyright.

D. ASSIGNMENT OF CONTRACT

9.11 No right or interest in this Contract shall be assigned or transferred by the Proposer/Vendor without prior written permission by the NJPA. No delegation of any duty of the Proposer/Vendor shall be made without prior written permission of the NJPA. The NJPA shall notify the members within fifteen (15) days of receipt of written notice by the Vendor. After issuance the awarded Contract may be reassigned to a comparable Vendor at the discretion of NJPA.

9.12 If the original Vendor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor in interest must guarantee to perform all obligations under this Contract. NJPA reserves the right to reject the acquiring person or entity as a Vendor. A simple change of name agreement will not change the contractual obligations of the Vendor.

E. PROPOSERS LIST

9.13 NJPA will not maintain or communicate to a proposers list. All interested proposers must respond to the solicitation as a result of one of the methods of proposal advertisements listed above. Because of the scope of the potential Members and national Vendors, NJPA has determined this to be the best method of fairly soliciting proposals.

F. CAPTIONS, HEADINGS, AND ILLUSTRATIONS

9.14 The captions, illustrations, headings, and subheadings in this solicitation are for convenience and ease of understanding and in no way define or limit the scope or intent of this request.

G. CONFIDENTIAL INFORMATION

9.15 If a Proposer wishes to withhold any part of its proposal from public inspection, then a statement advising the NJPA of this fact shall accompany the submission. NJPA shall review the statement to determine whether the information shall be withheld. If NJPA determines to disclose the information, the Executive Director of NJPA shall inform the Proposer, in writing, of such determination prior to award of Contract to Proposer. For how NJPA handles proposals after the "Public Record" section herein.

H. DATA PRIVACY

9.16 Proposer agrees to abide by all applicable STATE and FEDERAL laws and regulations including, but not limited to HIPPA concerning the handling and disclosure of private and confidential information regarding individuals. Proposer agrees to hold NJPA harmless from its unlawful disclosure and/or use of private/confidential information.

I. ENTIRE AGREEMENT

9.17 The Contract, as defined herein, shall constitute the entire understanding between the parties to that Contract.

9.16 A Contract resulting from this RFP is formed when the NJPA Board of Directors approves and signs the applicable Acceptance and Award Form document (see Form D).

J. FORCE MAJEURE

9.18 Except for payments of sums due, neither party shall be liable to the other nor deemed in default under this Contract if and to the extent that such party's performance of this Contract is prevented due to force majeure. The term "force majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence including, but not limited to, the following: acts of God, acts of the public enemy, war, riots, strikes, mobilization, labor disputes, civil disorders, fire, flood, snow, earthquakes, tornadoes or violent wind, tsunamis, wind shears, squalls, Chinooks, blizzards, hail storms, volcanic eruptions, meteor strikes, famine, sink holes, avalanches, lockouts, injunctions-intervention-acts, terrorist events or failures or refusals to act by government authority and/or other similar occurrences where such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with a Contract resulting from this RFP. Force majeure shall not include late deliveries of equipment/products and services caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or other similar occurrences. If either party is delayed at any time by force majeure, then the delayed party shall notify the other party of such delay within forty-eight (48) hours.

K. GRATUITIES

9.19 NJPA may cancel this Contract by written notice if it is found that gratuities, in the form of

entertainment, gifts or otherwise, were offered or given by the Proposer/Vendor or any agent or representative of the Proposer/Vendor, to any employee of the NJPA are deemed to be excessive with a view toward securing a contract or with respect to the performance of this Contract.

L. HAZARDOUS SUBSTANCES

9.20 Proper Material Safety Data Sheets (MSDS), in compliance with OSHA's Hazard Communication Standard, must be provided by the Vendor to NJPA or NJPA Member at the time of purchase.

M. LEGAL REMEDIES

9.21 All claims and controversies between NJPA and Vendor shall be subject to the laws of the State of Minnesota and are to be resolved in Todd County, Minnesota, the county in which NJPA is domiciled.

N. LICENSES

9.22 Proposer/Vendor shall maintain a current status on all required federal, state, and local licenses, bonds and permits required for the operation of the business conducted by the Proposer/Vendor.

9.23 All responding Proposers must be licensed (where required) and have the authority to sell and distribute offered equipment/products and services to NJPA and NJPA Members in all states. Documentation of said licenses and authorities, if applicable, is requested.

O. MATERIAL SUPPLIERS AND SUB-CONTRACTORS

9.24 The apparent successful Vendor shall be required to supply the names and addresses of sourcing suppliers and sub-contractors when requested.

9.25 Awarded Vendors under this RFP will be the sole source of responsibility for transactions originating that award. The Awarded Vendor is solely responsible for equipment/products and services and services provided by third party sourcing or service providers.

P. NON-WAIVER OF RIGHTS

9.26 No failure of either party to exercise any power given to it hereunder, nor to insistence upon strict compliance by the other party with its obligations hereunder, and no custom or practice of the parties at variance with the terms hereof, nor any payment under a Contract resulting from this RFP shall constitute a waiver of either party's right to demand exact compliance with the terms hereof. Failure by NJPA to take action or assert any right hereunder shall not be deemed as waiver of such right.

Q. PROTESTS OF AWARDS MADE

9.27 Protests shall be filed with the NJPA's Executive Director and shall be resolved in accordance with appropriate state statutes of Minnesota. Protests will only be accepted from Proposers. A protest must be in writing and filed with NJPA. A protest of an award or proposed award must be filed within ten (10) days after the public notice or announcement of the award. No protest shall lie for a claim that the selected Proposer is not a responsible Proposer. A protest must include:

1. The name, address and telephone number of the protester;
2. The original signature of the protester or its representative (you must document the authority of the Representative);
3. Identification of the solicitation by RFP number;
4. Identification of the statute or procedure that is alleged to have been violated;
5. A precise statement of the relevant facts;
6. Identification of the issues to be resolved;

7. The aggrieved party's argument and supporting documentation;
8. The aggrieved party's statement of potential financial damages;
9. A protest bond in the name of NJPA and in the amount of 10% of the aggrieved party's statement of potential financial damages.

R. PROVISIONS REQUIRED BY LAW

9.28 Proposer/Vendor agrees in the performance of a Contract resulting from this RFP, it has complied with or will comply with all applicable statutes, laws, regulations, and orders of the United States and any State thereof.

S. PUBLIC RECORD

9.29 All proposals submitted to this invitation shall become the property of the NJPA and will become a matter of public record and available for review subsequent to the award notification subject to the limitations provided under Minnesota or Federal law. Proposals may be viewed by appointment at the NJPA offices Monday through Friday from 8:30 a.m. to 3:30 p.m.

T. RIGHT TO ASSURANCE

9.30 Whenever one party to this Contract has reason to question the other party's intent to perform, he/she may demand a written assurance of this intent. In the event a demand is made and no written assurance is given, the demanding party may treat this failure as an anticipatory repudiation of the Contract provided, however, in order to be effective, any such demand shall be addressed to the authorized signer for the party from whom the assurance is being sought, and sent via U.S. Postal Service, certified mail, return receipt requested or national overnight delivery service with proof of delivery.

U. SUSPENSION OR DISBARMENT STATUS

9.31 If within the past five (5) years, any firm, business, person or Proposer submitting a proposal has been lawfully precluded from participating in any public procurement activity with a federal, state or local government, the Proposer must include a letter with its response setting forth the name and address of the public procurement unit, the effective date of the suspension or debarment, the duration of the suspension or debarment and the relevant circumstances relating to the suspension or debarment. Any failure to supply such a letter or to disclose pertinent information may result in the cancellation of any Contract. By signing the proposal affidavit, the Proposer certifies that no current suspension or debarment exists.

V. HUMAN RIGHTS CERTIFICATE

9.32 If Proposer is not domiciled in Minnesota and has NOT on any single working day in the past year, employed more than 40 employees in the State of Minnesota, Proposer must provide a statement to that effect.

9.33 If Proposer is not domiciled in Minnesota and has on any single working day in the past year, employed more than 40 employees in the State of Minnesota, Proposer must document their application for a Human Rights Certificate issued by the Minnesota Commissioner of Human Rights. Proposer must also document receipt by the Minnesota Commissioner of Human Rights of that application and the Proposer's affirmative action plan for the employment of minority persons, women, and qualified disabled individuals.

9.34 If Proposer is domiciled in Minnesota and has on any single working day in the past year, employed more than 40 employees in the State of Minnesota, Proposer must provide a copy of their "Certificate of Compliance" from the Commissioner of the Minnesota Department of Human Rights.

W. SEVERABILITY

9.35 In the event that any of the terms of a Contract resulting from this RFP are in conflict with any rule, law, statutory provision or are otherwise unenforceable under the laws or regulations of any government or subdivision thereof, such terms shall be deemed stricken from a Contract resulting from this RFP, but such invalidity or unenforceability shall not invalidate any of the other terms of a Contract resulting from this RFP.

X. RELATIONSHIP OF PARTIES

9.36 No Contract resulting from this RFP shall be considered a contract of employment. The relationship between NJPA and an Awarded Contractor is one of independent contractors each free to exercise judgment and discretion with regard to the conduct of their respective businesses. The parties do not intend the proposed Contract to create, or is to be construed as creating a partnership, joint venture, master-servant, principal-agent, or any other relationship. Except as provided elsewhere in this RFP, neither party may be held liable for acts of omission or commission of the other party and neither party is authorized or has the power to obligate the other party by contract, agreement, warranty, representation or otherwise in any manner whatsoever except as may be expressly provided herein.

10. FORMS

Form A

PROPOSER QUESTIONNAIRE- General Business Information *(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on Form P)*

Proposer Name: _____

Questionnaire completed by: _____

Please provide an answer to all questions below and address all requests made in this RFP. Please use the Microsoft Word/Excel document version of this questionnaire to respond to the questions contained herein. Please provide your answer to each question indented below the question. Please supply any applicable supporting information and documentation you feel appropriate in addition to answers entered to the Word document. All information must be typed, organized, and easily understood by evaluators.

Company Information

- 1) Why did you respond to this RFP?
- 2) Provide the full legal name, address, tax identifications number, and telephone number for your business.
- 3) Provide a copy of your audited financial statements from previous year end (or an unaudited copy if an audited copy is not available) for your organization.
- 4) Does your company name match the name identified on your audited financial statements from previous year end (or an unaudited copy if an audited copy is not available)? If no, why not?
- 5) Provide a brief history of your company that includes your core values and philosophy.
- 6) Provide profiles and an organizational chart for key sales and marketing executives of your company that will oversee the implementation and operation of a Contract resulting from this RFP.
- 7) How long has your company been in the "**COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES**", industry?
- 8) Is your organization best described as a manufacturer or a distributor/dealer/re-seller for a manufacturer of the products and services being proposed?
 - a) If the Proposer is best described as a re-seller, manufacturer aggregate, or distributor, please provide evidence of your authorization as a dealer/re-seller/manufacturer aggregate for the manufacturer of the products you are proposing.
 - b) If the Proposer is best described as a manufacturer, please describe your relationship with your sales/service force and/or Dealer Network in delivering the products and services proposed. Are these people your employees, or the employees of a third party?
- 9) Please provide your bond rating, and/or a credit reference from your bank.
- 10) Provide a discussion of licenses and certifications both required to be held, and actually held by your organization in pursuit of the commerce contemplated by this RFP.
- 11) Provide a discussion of licenses and certifications both required to be held, and actually held by third parties and sub-contractors to your organization in pursuit of the commerce contemplated by this RFP. If not applicable, please respond with "Not Applicable."
- 12) Provide all "Suspension or Disbarment" information required herein.

Industry-Marketplace Successes

- 13) List and document recent industry awards and recognition.
- 14) Supply three references/testimonials from customers similar to NJPA Members. Please include the customer's name, contact, and phone number.
- 15) Provide names and addresses of the top five (5) governmental or education customers and dollar volumes (including chassis if applicable) from the past three (3) fiscal years.

- 16) Provide documentation indicating the total dollar volume for each of your sales to government, education, and non-profit agencies for the last three (3) fiscal years.
- 17) What percentages of your current (within the past three (3) fiscal years) sales are to the government and/or education sectors?

Proposer's ability to sell and service nationwide.

- 18) Please describe your **factory sales force** in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale and services of the equipment/products contemplated in this RFP?
- 19) Please describe your **dealer sales force** in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale and services of your equipment/products contemplated in this RFP?
- 20) Please describe your **factory service force** in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale of the equipment/products and services contemplated in this RFP?
- 21) Please describe your **dealer service force** in terms of numbers geographic dispersion, and the proportion of their attention focused on the sale of the equipment/products and services contemplated in this RFP? Additionally, please describe their road service and do they offer the ability to service customers at the customer's location?
- 22) Describe in detail your customer service program regarding process and procedure. Please include, where appropriate, response time commitments.
- 23) Identify any geographic areas or NJPA market segments of the United States you will **NOT** be serving through the proposed contract.
- 24) Identify any of NJPA Member segments you will **NOT** be serving? (Government, Education, Non-profit)

Marketing Plan

- 25) Describe your training program for both greet-the-public and sales management levels relating to a NJPA award.
- 26) Describe your general marketing program strategy to promote the proposed Contract nationally.
- 27) Describe your marketing material, and overall marketing ability, relating to promoting this type of partnership and contract opportunity. As much as possible, please send marketing materials in electronic format only to save paper.
- 28) Describe your use of technology and the internet to provide marketing and product awareness.
- 29) Describe your perception of NJPA's role in marketing the partnership and your products/services.
- 30) Describe the unique quality of the equipment/products and services in your proposal in relationship to others available in the market.
- 31) Describe your organizations Senior Management level commitment with regards to promoting, supporting and managing a resultant NJPA awarded contract

Other Cooperative Procurement Contracts Held

- 32) Identify all cooperative government or education procurement contracts, which are marketed in more than one state, held or utilized by the Proposer.
- 33) What is the annual dollar sales volume run through the contract(s) mentioned in your answer to the previous question.
- 34) Identify all government or state procurement contracts held or utilized by the Proposer with any State of the United States.
- 35) What is the annual combined dollar sales volume for these state contracts?
- 36) Identify any GSA Contracts held or utilized by the Proposer.
- 37) If you are awarded the NJPA contract, are there any market segments (e.g., higher education, county governments, etc.) or geographical markets where the NJPA contract will not be your primary contract purchasing vehicle? If so, please identify those markets and which cooperative purchasing agreement will be your primary vehicle.
- 38) If you are awarded the NJPA contract, is it your intention to lead with your NJPA contract? ____ Yes ____ No
- 39) Identify a proposed administrative fee payable to NJPA for facilitation, management and promotion of the NJPA contract, should you be awarded. This fee should be calculated as a percentage of Contract sales.

Value Added Attributes

- 40) Describe any training programs available as options for members. If applicable, do you offer operator training as well as mechanic training? ____ Yes ____ No Is this training standard or optional?
- 41) Describe current technological advances your proposed equipment/products and services offer.
- 42) Describe your "Green" program as it relates to your company, your products, and your recycling program, including a list of all green products accompanied by the certifying agency for each (if applicable).
- 43) Describe any Women or Minority Business Entity (WMBE) or Small Business Entity (SBE) accreditations of your organization directly involved in a Contract resulting from this RFP.
- 44) Identify any other unique or custom value added attributes.
- 45) Identify any service contract options included in the proposed price, or offered as a proposed option, for the products or services being offered.
- 46) Identify your ability and willingness to service Canada specifically and internationally in general.
- 47) Describe any unique distribution method employed in your proposal.

(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on Form P)

Signature: _____

Form B

PROPOSER INFORMATION

Company Name: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

Toll Free Number: _____ E-mail: _____

Web site: _____

Voids sometimes exist between management (those who respond to RFPs) and sales staff (those who contact NJPA Members) that result in communication problems. Due to this fact, provide the names of your key sales people, phone numbers, and geographic territories for which they are responsible

COMPANY PERSONNEL CONTACTS

Contract Manager:

Email: _____ Phone: _____

Name: _____ Title: _____

Email: _____ Phone: _____

Name: _____ Title: _____

Email: _____ Phone: _____

Name: _____ Title: _____

Email: _____ Phone: _____

Name: _____ Title: _____

Email: _____ Phone: _____

Name: _____ Title: _____

Email: _____ Phone: _____

Name: _____ Title: _____

Email: _____ Phone: _____

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS
AND SPECIFICATIONS REQUEST**

Form C

Company Name: _____

Note: **Original must be signed** and inserted in the inside front cover pouch. Any exceptions to the Terms, Conditions, Specifications, or Proposal Forms contained herein shall be noted in writing and included with the proposal submittal. Please sign and date the bottom of each page of this document.

RFP Page Number	Section	Term, Condition, or Specification	Exception

Signature: _____

**Contract Award
RFP #100312**

FORM D

COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES,

Proposal Offering (To be completed Only by Proposer)

In compliance with the Request for proposal (RFP) for "COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES", the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby offer and agree to furnish the defined equipment/products and services and services in compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they are the sole offeror herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this offer is the sole responsibility of the Proposer.

Company Name: _____ Date: _____

Company Address: _____

City: _____ State: _____ Zip: _____

Contact Person: _____ Title: _____

Authorized Signature (ink only): _____
(Name printed or typed)

Contract Acceptance and Award (To be completed only by NJPA)

Your proposal offering is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined goods and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, and the Proposer's Response. The effective date of the Contract will be _____, _____ and continue for four years thereafter AND which is subject to annual renewal at the option of both parties.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature: _____
(Name printed or typed)

Title: _____ Executive Director NJPA _____

Awarded this _____ day of _____ **Contract Number # 100312**

NJPA Authorized signature: _____
(Name printed or typed)

Title: _____

Executed this _____ day of _____ **Contract Number # 100312**

PROPOSER ASSURANCE OF COMPLIANCE

Form E

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, representing the persons, firms and corporations joining in the submission of the foregoing proposal (such persons, firms and corporations hereinafter being referred to as the "Proposer"), being duly sworn on his/her oath, states to the best of his/her belief and knowledge:

1. The undersigned certifies the Proposer is submitting their proposal under their true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, that the Proposer possesses, or will possess prior to the delivery of any goods and services, all applicable licenses necessary for such delivery, and that they are authorized to act on behalf of, and encumber the "Proposer" in this Contract, and
2. To the best of my knowledge, no Proposer or Potential Proposer, nor any person duly representing the same, has directly or indirectly entered into any agreement or arrangement with any other Proposers, Potential Proposers, any official or employee of the NJPA, or any person, firm or corporation under contract with the NJPA in an effort to influence either the offering or non-offering of certain prices, terms, and conditions relating to this RFP which tends to, or does, lessen or destroy free competition in the letting of the Contract sought for by this RFP, and
3. The Proposer or any person on his/her behalf, has not agreed, connived or colluded to produce a deceptive show of competition in the manner of the proposal or award of the referenced contract, and
4. Neither I, the Proposer, nor, any officer, director, partner, member or associate of the Proposer, nor any of its employees directly involved in obtaining contracts with the NJPA or any subdivision of the NJPA, has been convicted of false pretenses, attempted false pretenses or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985, and
5. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the proposal submittal, and
6. If awarded a contract, the Proposer will provide the equipment/products and services and/or services to qualifying members of the NJPA in accordance with the terms, conditions, scope of this RFP, Proposer offered specifications and other documents of this solicitation, and
7. The undersigned, being familiar with expectations and specifications request outlined in this RFP under consideration, hereby proposes to deliver through valid service request, Purchase Orders or forms for NJPA Members per this RFP, only new, unused and first quality equipment/products and services and services to designated NJPA Members, and
8. The Proposer has carefully checked the accuracy of all items and listed total price per item in this proposal. In addition, the Proposer accepts all general terms and conditions of this RFP, including all responsibilities of commitment and delivery of services as outlined, and
9. In submitting this proposal, it is understood that the right is reserved by the NJPA to reject any or all proposals and it is agreed by all parties that this proposal may not be withdrawn during a period of 90 days from the date proposals were opened regarding this RFP, and
10. The Proposer certifies that in performing this Contract they will comply with all applicable provisions of the federal, state, and local laws, regulations, rules, and orders, and
11. If Proposer has more than 40 employees in the state in which their principal place of business is located, Proposer

hereby certifies their compliance with federal affirmative action requirements.

Company Name: _____

Contact Person for Questions: _____ Phone: _____
(Must be individual who is responsible for filling out this Proposer's Response form)

Address: _____

City/State/Zip: _____

Telephone Number: _____ Fax Number: _____

E-mail Address: _____

Authorized Signature: _____

Authorized Name (typed): _____

Title: _____

Date: _____

Notarized

Subscribed and sworn to before me this _____ the day of _____, 20_____

Notary Public in and for the County of _____ State of _____

My commission expires: _____

Signature: _____

Form G.

OVERALL EVALUATION AND CRITERIA

Evaluation for: _____

For the Proposed Subject **“COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES”**,

	Available Points	Points Awarded
Conformance to terms and conditions to include documentation	75	
Pricing	300	
Industry and Marketplace Successes	50	
Bidder's Ability to Sell and Service Contract Nationally	100	
Bidder's Marketing Plan	75	
Value Added Attributes	75	
Invoicing Payment Terms and Financing Options	25	
Warranty Coverages and Information.	100	
Selection and Variety of Products and Services Offered	200	
Total Points	1000	0
Bonus Points awarded for:		
Bidders "Green" characteristics	50	
Bidders Dissadvantaged Business Entity Characteristics	50	
Overall Evaluation Points	1100	0

Proposed

Reviewed by: _____ Its _____

_____ Its _____

FORM H

State Of Minnesota – Affirmative Action Certification

If your response to this solicitation is or could be in excess of \$100,000, complete the information requested below to determine whether you are subject to the Minnesota Human Rights Act (Minnesota Statutes 363A.36) certification requirement, and to provide documentation of compliance if necessary. It is your sole responsibility to provide this information and—if required—to apply for Human Rights certification prior to the due date and time of the proposal or proposal and to obtain Human Rights certification prior to the execution of the contract. The State of Minnesota is under no obligation to delay proceeding with a contract until a company receives Human Rights certification **BOX A** – For companies which have employed more than 40 full-time employees within Minnesota on any single working day during the previous 12 months. All other companies proceed to **BOX B**.

Your response will be rejected unless your business:

has a current Certificate of Compliance issued by the Minnesota Department of Human Rights (MDHR)

–or–

has submitted an affirmative action plan to the MDHR, which the Department received prior to the date and time the responses are due.

Check one of the following statements if you have employed more than 40 full-time employees in Minnesota on any single working day during the previous 12 months:

- We have a current Certificate of Compliance issued by the MDHR. **Proceed to BOX C. Include a copy of your certificate with your response.**
- We do not have a current Certificate of Compliance. However, we submitted an Affirmative Action Plan to the MDHR for approval, which the Department received on _____ (date). [If the date is the same as the response due date, indicate the time your plan was received: _____ (time). **Proceed to BOX C.**
- We do not have a Certificate of Compliance, nor has the MDHR received an Affirmative Action Plan from our company. **We acknowledge that our response will be rejected. Proceed to BOX C. Contact the Minnesota Department of Human Rights for assistance.** (See below for contact information.)

Please note: Certificates of Compliance must be issued by the Minnesota Department of Human Rights. Affirmative Action Plans approved by the Federal government, a county, or a municipality must still be received, reviewed, and approved by the Minnesota Department of Human Rights before a certificate can be issued.

BOX B – For those companies not described in BOX A

Check below.

- We have not employed more than 40 full-time employees on any single working day in Minnesota within the previous 12 months. **Proceed to BOX C.**

BOX C – For all companies

By signing this statement, you certify that the information provided is accurate and that you are authorized to sign on behalf of the responder. You also certify that you are in compliance with federal affirmative action requirements that may apply to your company. (These requirements are generally triggered only by participating as a prime or subcontractor on federal projects or contracts. Contractors are alerted to these requirements by the federal government.)

Name of Company: _____ Date _____

Authorized Signature: _____ Telephone number: _____

Printed Name: _____ Title: _____

For assistance with this form, contact:

Minnesota Department of Human Rights, Compliance Services Section

Mail: 190 East 5th St., Suite 700 St. Paul, MN 55101

Web: www.humanrights.state.mn.us

TC Metro: (651) 296-5663

Fax: (651) 296-9042

Toll Free: 800-657-3704

TTY: (651) 296-1283

Form I

State of Minnesota — Immigration Status Certification

By order of the Governor's Executive Order 08-01, vendors and subcontractors **MUST** certify compliance with the Immigration Reform and Control Act of 1986 (8 U.S.C. 1101 et seq.) and certify use of the *E-Verify* system established by the Department of Homeland Security.

E-Verify program information can be found at <http://www.dhs.gov/ximgtrn/programs>.

If any response to a solicitation is or could be in excess of \$50,000, vendors and subcontractors must certify compliance with items 1 and 2 below. In addition, prior to the delivery of the product or initiation of services, vendors **MUST** obtain this certification from all subcontractors who will participate in the performance of the contract. All subcontractor certifications must be kept on file with the contract vendor and made available to the state upon request.

1. The company shown below is in compliance with the Immigration Reform and Control Act of 1986 in relation to all employees performing work in the United States and does not knowingly employ persons in violation of the United States immigration laws. The company shown below will obtain this certification from all subcontractors who will participate in the performance of this contract and maintain subcontractor certifications for inspection by the state if such inspection is requested; and

2. By the date of the delivery of the product and/or performance of services, the company shown below will have implemented or will be in the process of implementing the *E-Verify* program for all newly hired employees in the United States who will perform work on behalf of the State of Minnesota.

I certify that the company shown below is in compliance with items 1 and 2 above and that I am authorized to sign on its behalf.

Name of Company: _____ Date: _____

Authorized Signature: _____ Telephone Number: _____

Printed Name: _____ Title: _____

If the contract vendor and/or the subcontractors are not in compliance with the Immigration Reform and Control Act, or knowingly employ persons in violation of the United States immigration laws, or have not begun or implemented the *E-Verify* program for all newly hired employees in support of the contract, the state reserves the right to determine what action it may take. This action could include, but would not be limited to cancellation of the contract, and/or suspending or debaring the contract vendor from state purchasing.

For assistance with the *E-Verify* Program

Contact the National Customer Service Center (NCSC) at 1-800-375-5283 (TTY 1-800-767-1833).

For assistance with this form, contact:

Mail: 112 Administration Bldg, 50 Sherburne Ave. St. Paul, MN 55155

E-mail: MMDHelp.Line@state.mn.us

Telephone: 651.296.2600

Persons with a hearing or speech disability may contact us by dialing 711 or 1.800.627.3529

Form P

PROPOSER QUESTIONNAIRE- Products, Pricing, Sector Specific, Services, Terms and Warranty

Proposer Name: _____

Questionnaire completed by: _____

Payment Terms and Financing Options

- 1) Identify your payment terms if applicable. (Net 30, etc.)
- 2) Identify any applicable leasing or other financing options as defined herein, including but not limited to contract terms of 36, 48, and 60 months.
- 3) Briefly describe your proposed order process for this proposal and contract award. (Note: order process may be modified or refined during an NJPA member's final Contract phase process).

Warranty

- 4) Describe, in detail, your Warranty Program including conditions to qualify, claims procedure, and overall structure.
- 5) Do all warranties cover all material and labor?
- 6) Do warranties impose usage limit restrictions?
- 7) Do warranties cover the technicians travel time to perform warranty repairs?
- 8) Please list any other limitations or circumstances that would not be covered under your warranty.
- 9) Please list any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs. How will NJPA Members in these regions be provided service for warranty repairs?

Equipment/Products, Services and Pricing

- 10) Provide a general narrative description of the equipment/products and services you are offering in your proposal.
- 11) Provide a general narrative description of your pricing model identifying how the model works (line item and/or percentage discount).
- 12) Propose a strategy, process, and specific method of facilitating "Sourced Goods" or "Non-Standard Options" solution as defined herein.
- 13) Provide an overall statement of method of pricing, including but not limited to leasing, for individual line items, catalogs and category pricing with regard to all equipment/products and services and being proposed. Provide a SKU number for each item being proposed.
- 14) Describe your ability to take advantage of, or operate with electronic marketplace solutions, if any.
- 15) Provide a "CORE LIST" of equipment/products and services (as anticipated and defined by Proposer to meet or exceed the NJPA Member's needs) as a separate and named spreadsheet, as applicable. Include special pricing, if any, on these items.
- 16) Provide your volume rebate programs, as applicable.
- 17) Identify any Total Cost of Acquisition (as defined herein) cost(s) which is **NOT** included "Pricing" submitted with your proposal response. Identify to whom these items are payable and their relationship to Proposer.
- 18) As an important part of the evaluation of your offer, you must indicate the level of pricing you are offering. Prices offered in this proposal are **(Your proposal will be deemed "Non-Responsive" if this question is not answered)**:
 - _____ a. The same as typically offered to an individual municipality or school district.
 - _____ b. The same as typically offered to cooperative procurement organizations or state purchasing departments.
 - _____ c. Better than typically offered to cooperative procurement organizations or state purchasing departments.
- 19) Do you offer quantity or volume discounts? ____ YES ____ NO Outline guidelines and program.
- 20) Describe your shipping, exchange and return program(s) and policy(s). Also specifically identify those programs as they relate to Alaska and Hawaii, Bahamas, Barbados, and other US Territories.

Industry or Sector Specific Questions

- 21) Please describe your company's ability to customize your MFP's to meet our Members needs
- 22) Please describe your toner/ink recycling program as it relates to your company and your customers.
- 23) Please describe attributes of your MFP's which are unique in your industry.
- 24) Please organize your offerings into the following bands in terms of Pages Per Minute:

Black and White

20-24

25-34

35-44

45-49

50-59

60-69

70-84

85-94

95-109

110-119

120 plus

Color

20-25

26-30

31-39

40-49

50-59

60-69

70-79

80-89

90 plus

Signature: _____

11. PRE-SUBMISSION CHECKLIST

Pre-submission Checklist

- Have you read, and do you understand this RFP?
- Have you attended the Pre-Proposal Conference for this RFP?
- Have you completed the questionnaires (Forms A & P) to the best of your ability?
- Have you submitted pricing for all of the goods and services you offer within the scope of this RFP?
- Have you packaged your Proposal submission identifying conspicuously “Competitive Proposal Enclosed, Please hold for public opening XX-XX-XXX”.
- Have you sent your package in sufficient time for physical delivery at 202 12th ST NE Staples, MN 56479 to occur prior to the deadline for delivery?
- Have you submitted hard copy original signed, completed, and dated forms C,D,E,H,I, and hard copy signed signature page only from forms A and P of this RFP?
- Have you submitted verification of liability insurance with the coverage and limits required in the RFP?
- Have you provided an electronic copy (saved on a CD or flash drive) of your **entire** proposal including, but not limited to, Forms A, B, C, D, E, H, I & P in your proposal?

Contents of your Proposal response:

- Hard copy original signed, completed, and dated forms C, D, E, H, I, and hard copy signed signature page only from forms A and P.**
- Electronic submission of proposal forms A, B, C, D, E, H, I & P (CD or flash drive).**
- Certificate of Insurance (demonstration of insurability)**

Form Titles

Form A	Proposer Questionnaire – General Business Information
Form B	Proposer Information
Form C	Exceptions to Proposal, Terms, Conditions, and Specifications Request
Form D	Contract Award
Form E	Proposer Assurance of Compliance
Form G	Overall Evaluation and Criteria
Form H	State Of Minnesota – Affirmative Action Certificate
Form I	State Of Minnesota – Immigration Status Certificate
Form P	Proposer Questionnaire – Products, Pricing, Sector Specific, Services, Terms and Warranty

Contract Award
RFP #100312

FORM D

COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES,

Proposal Offering (To be completed Only by Proposer)

In compliance with the Request for proposal (RFP) for "COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES", the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby offer and agree to furnish the defined equipment/products and services and services in compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they are the sole offeror herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this offer is the sole responsibility of the Proposer.

Company Name: Sharp Electronics Corporation Date: September 27, 2012

Company Address: One Sharp Plaza

City: Mahwah State: NJ Zip: 07495

Contact Person: Erica Calise Title: Associate Director, Marketing

Authorized Signature (ink only): [Redacted] Richard Boomsma
(Name printed or typed)

Contract Acceptance and Award (To be completed only by NJPA)

Your proposal offering is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined goods and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, and the Proposer's Response. The effective date of the Contract will be ~~DEC. 20th, 2012~~ and continue for four years thereafter AND which is subject to annual renewal at the option of both parties. Nov. 14, 2012

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature: [Redacted] TODD LYSCIO
(Name printed or typed)

Title: Executive Director NJPA

Awarded this 14th day of November Contract Number # 100312-SEC

NJPA Authorized signature: [Redacted]
(Name printed or typed)

Title: Board Clerk

Executed this 24th day of December 2012 Contract Number # 100312-SEC

AFFIDAVIT OF PUBLICATION

DJC

921 SW Washington, Suite 210 / Portland, OR 97205
(503)226-1311 FAX (503) 222-5358

STATE OF OREGON, COUNTY OF MULTNOMAH, --ss.

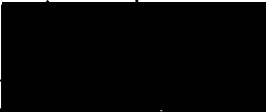
I, KRISTINE HUMPRHIES, being first duly sworn, depose and say that I am a Manager of the DAILY JOURNAL OF COMMERCE, a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the

REQUEST FOR PROPOSALS

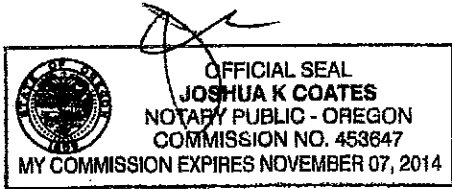
NATIONAL JOINT POWERS ALLIANCE - COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCES

a printed copy of which is attached, was published in the entire issue of this newspaper for 5 time(s) in the following issues:

08/16/2012, 08/17/2012, 08/20/2012, 08/21/2012, 08/22/2012.



Subscribed and sworn to before me this 12th day of November, 2012.



NATIONAL JOINT POWERS ALLIANCE
COPIERS WITH RELATED IMAGING EQUIPMENT SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES

Proposals due 4:30 pm Oct 2
REQUEST FOR PROPOSALS

The National Joint Powers Alliance (NJPA) on behalf of NJPA and its current and potential Member Agencies to include all Government Higher Education K12 Education Non-Profit and all other Public Agencies located nationally in all fifty states and potentially internationally, issues this Request for Proposal (RFP) to result in a national contract solution for the procurement of **COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES**. Details of this RFP are available beginning August 16, 2012 and continuing until September 19, 2012. Details may be obtained by letter or request to Gregg Mainieri, NJPA, 202 12th Street, Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpa300.org. Proposals will be received until October 2, 2012 at 4:30 p.m. Central Time at the above address and opened October 3, 2012 at 8:00 AM Central Time.

Published Aug 16, 17, 20, 21 & 22, 2012
 10187070GB-51

NATIONAL JOINT POWERS ALLIANCE
Attn: GINGER LINE
P.O. Box 219
STAPLES, MN 56479

Order No.: 10187070
Client's Reference No.:

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 COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES
 COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES

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COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and all other Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES. Details of this RFP are available beginning August 16, 2012 and continuing until September 13, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until October 2, 2012 at 4:30 p.m. Central Time at the above address and opened October 3, 2012 at 8:00AM Central Time.

To obtain RFP documents:

Send a letter of request to
 National Joint Powers Alliance
 Attn: Gregg Meierhofer
 202 12th Street NE Staples, MN 56479
 or by e-mail at RFP@njpacoop.org.

Pre-Proposal Conference: September 18, 2012 10:00 am.

Sealed proposals due: October 2, 2012 at 4:30 pm.

Proposals will be publicly opened: October 3, 2012 at 8:00 a.m. CST

NJPA reserves the right to reject any and all proposals.

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Welcome to NoticeToBidders.com website. Please send all questions or comments to Gregg Meierhofer at 218-894-5473 or Gregg.Meierhofer@njpacoop.org

COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and all other Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES. Details of this RFP are available beginning August 16, 2012 and continuing until September 13, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until October 2, 2012 at 4:30 p.m. Central Time at the above address and opened October 3, 2012 at 8:00AM Central Time.

EMERGENCY RESPONSE VEHICLES TOGETHER WITH RELATED EQUIPMENT, ACCESSORIES, AND SUPPLIES

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of EMERGENCY RESPONSE VEHICLES TOGETHER WITH RELATED EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning July 26, 2012 and continuing until August 16, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until September 4, 2012 at 4:30 p.m. Central Time at the above address and opened September 5, 2012 at 8:00AM Central Time.

VEHICLE MAINTENANCE AND REPAIR WITH RELATED EQUIPMENT, SUPPLIES, AND SERVICES

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and all other Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of VEHICLE MAINTENANCE AND REPAIR WITH RELATED EQUIPMENT, SUPPLIES, AND SERVICES. Details of this RFP are available beginning June 29, 2012 and continuing until July 13, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until August 1, 2012 at 4:30 p.m. Central Time at the above address and opened August 2, 2012 at 8:00AM Central Time.

Athletic, School Nurse, First Aid, and Healthcare Related Medical Supplies and Equipment

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of Athletic, School Nurse, First Aid, and Healthcare Related Medical Supplies and Equipment. Details of this RFP are available beginning June 4, 2012 and continuing until June 25, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until July 11, 2012 at 4:30 p.m. Central Time at the above address and opened July 12, 2012 at 8:00AM Central Time.

Addendum #1

SNOW AND ICE HANDLING EQUIPMENT TOGETHER WITH RELATED ACCESSORIES, SERVICES AND SUPPLIES

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of SNOW AND ICE HANDLING EQUIPMENT TOGETHER WITH RELATED ACCESSORIES, SERVICES AND SUPPLIES. Details of this RFP are available beginning May 17, 2012 and continuing until June 7, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until June 25, 2012 at 4:30 p.m. Central Time at the above address and opened June 26, 2012 at 8:00AM Central Time.

INDEFINITE QUANTITY CONSTRUCTION CONTRACTING (IQCC)-STATE OF WASHINGTON

The National Joint Powers Alliance® (NJPA) issues this Request for Proposal (RFP) to provide Indefinite Quantity Construction Contracting (IQCC) services to NJPA, and current and potential NJPA government, education, and non-profit Members in the individual Regions of WA01- Western Washington and WA02 - Eastern Washington. It is the intention of NJPA to award contracts for construction services in each of these Regions. Each contract has an estimate annual value of \$2,000,000 and the term of the contract is three (3) years.

IQCC also known as Job Order Contracting (JOC) is a construction contracting procurement system that provides facility owners with access to "on-call" contractors to provide immediate construction services over an extended period of time.

Intending bidders are required to attend a pre-bid seminar for the purpose of discussing the IQCC procurement system, the contract documents, and bid forms. The mandatory pre-bid seminars will be held at the following:

05/23/12 10:00 a.m. Marriott Courtyard Spokane, 401 North Riverpoint Boulevard, Spokane, WA 99202

05/24/12 10:00 a.m. Marriott Courtyard Southcenter, 400 Andover Park West, Tukwila, WA 98188

An electronic (CD) copy of the RFP Documents which include the instructions for submitting a bid and the bid documents may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th St. Northeast, Staples, MN 56479, or by email request to szlcc@NJPACOOOP.org. All requests must include mailing address, email address, contact name, and phone number. Bids are due by 4:00 p.m. CDT on June 6, 2012 and will be opened at 10:00 a.m. on June 7, 2012. RFP's will be available until the bid opening date of June 7, 2012.

ADDENDUM 1**FOOTWEAR WITH RELATED GOODS AND SERVICES**

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of FOOTWEAR WITH RELATED GOODS AND SERVICES. Details of this RFP are available beginning May 3, 2012 and continuing until May 24, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until June 18, 2012 at 4:30 p.m. Central Time at the above address and opened June 19, 2012 at 8:00AM Central Time.

Solid Waste & Recycling Equipment with Related Equipment, Accessories and Supplies

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of Solid Waste & Recycling Equipment with Related Equipment, Accessories and Supplies. Details of this RFP are available beginning April 19, 2012 and continuing until May 17, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until June 5, 2012 at 4:30 p.m. Central Time at the above address and opened June 6, 2012 at 8:00AM Central Time.

ELECTRONIC MARKETPLACE WITH RELATED GOODS, SERVICES AND SOLUTIONS

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of ELECTRONIC MARKETPLACE WITH RELATED GOODS, SERVICES AND SOLUTIONS. Details of this RFP are available beginning April 18, 2012 and continuing until May 9, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at rfp@njpacoop.org. Proposals will be received until May 24, 2012 at 4:30 p.m. Central Time at the above address and opened May 25, 2012 at 8:00AM Central Time.

TYPE I AND TYPE III REFLECTIVE GLASS BEAD

The National Joint Powers Alliance® (NJPA) on behalf of itself and its current and potential Members nationwide issues this request for proposal (RFP) to provide TYPE I AND TYPE III REFLECTIVE GLASS BEAD, details of this RFP are available beginning April 16, 2012 and continuing until May 7, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until May 23, 2012 at 4:30 p.m. Central Time at the above address and opened May 24, 2012 at 8:00AM Central Time.

POSTAGE METERS AND RELATED MAILING EQUIPMENT, SOFTWARE, ACCESSORIES AND SUPPLIES

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies from Government; K-12 Education and Higher Education agencies located nationally and potentially internationally, issues this request for proposal (RFP) to provide a national solution for POSTAGE METERS AND RELATED MAILING EQUIPMENT, SOFTWARE, ACCESSORIES AND SUPPLIES. Details of this RFP are available beginning March 21, 2012 and continuing until April 11, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until April 30, 2012 at 4:30 p.m. Central Time at the above address and opened May 1, 2012 at 8:00AM Central Time.

ADDENDUM #1**TIRES TOGETHER WITH RELATED ACCESSORIES SERVICES AND SUPPLIES**

The National Joint Powers Alliance® (NJPA), on behalf of itself and its current and potential Members in Government; K-12 Education and Higher Education nationwide and potentially internationally, issues this request for proposal (RFP) to provide TIRES TOGETHER WITH RELATED ACCESSORIES SERVICES AND SUPPLIES. Details of this RFP are available beginning March 7, 2012 and continuing until March 28, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until April 17, 2012 at 4:30 p.m. Central Time at the above address and opened March 13, 2012 at 8:00AM Central Time.

Addendum #1**AUTO AND TRUCK PARTS WITH RELATED AUTO AND TRUCK EQUIPMENT, ACCESSORIES, SUPPLIES, AND SERVICES**

The National Joint Powers Alliance® (NJPA), on behalf of itself and its current and potential Members in Government; K-12 Education and Higher Education nationwide and potentially internationally, issues this request for proposal (RFP) to provide AUTO AND TRUCK PARTS WITH RELATED AUTO AND TRUCK EQUIPMENT, ACCESSORIES, SUPPLIES, AND SERVICES. Details of this RFP are available beginning February 8, 2012 and continuing until February 22, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until March 12, 2012 at 4:30 p.m. Central Time at the above address and opened March 13, 2012 at 8:00AM Central Time.

STATE OF MINNESOTA)
COUNTY OF HENNEPIN)

Karen Greenhoe, being duly sworn, on oath says she is and during all times herein stated has been an employe of Star Tribune Media Company LLC, a Delaware limited liability company with offices at 425 Portland Avenue, Minneapolis, Minnesota 55488, publisher and printer of the *Star Tribune* newspaper (the "Newspaper"), published 7 days a week, and has full knowledge of the facts herein stated as follows:

1. The Newspaper meets the following qualifications:
 - (a) The Newspaper is printed in the English language in newspaper format and in column and sheet form equivalent in printed space to at least 1,000 square inches;
 - (b) The Newspaper is printed daily and distributed at least five days each week;
 - (c) In at least half of its issues each year, the Newspaper has no more than 75 percent of its printed space comprised of advertising material and paid public notices. In all of its issues each year, the Newspaper has not less than 25 percent of its news columns devoted to news of local interest to the community that it purports to serve. Not more than 25 percent of the Newspaper's non-advertising column inches in any issue duplicates any other publication;
 - (d) The Newspaper is circulated in the local public corporation which it purports to serve, and has at least 500 copies regularly delivered to paying subscribers;
 - (e) The Newspaper has its known office of issue established in either the county in which it lies, in whole or in part, the local public corporation which the Newspaper purports to serve, or in an adjoining county;
 - (f) The Newspaper files a copy of each issue immediately with the state historical society;
 - (g) The Newspaper is made available at single or subscription prices to any person, corporation, partnership, or other unincorporated association requesting the Newspaper and making the applicable payment;
 - (h) The Newspaper has complied with all the foregoing conditions for at least one year immediately preceding the date of the notice publication which is the subject of the Affidavit; and
 - (i) Between September 1 and December 31 of each year, the Newspaper publishes and submits to the secretary of state, along with a filing fee of \$25, a sworn United States Post Office periodical class statement of ownership and circulation.
2. The printed copy of the matter attached hereto (the "Notice") was copied from the columns of the Newspaper and was printed and published in the English language on the following days and dates: Thursday, August 16, 2012; and Thursday, August 23, 2012.
3. Except as otherwise directed by a particular statute requiring publication of a public notice, the Notice was printed in a typeface no smaller than six point with a lowercase alphabet of 90 point.
4. The Newspaper's lowest classified rate paid by commercial users for space comparable to the space in which the Notice was published is \$275.00.

[REDACTED]

Subscribed and sworn to before me on August 23, 2012



Julian K. Howard

Proposal Opening Witness

Date of opening: October 3, 2012

The witnesses signed below hereby witness they were present on the above date and in witness of the public opening of all responses received to the Request For Proposal #100312 for the procurement of COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES by NJPA and NJPA Members.






Proposals are evaluated first on responsiveness then on the other criteria included in the RFP. Responsiveness consists of the following criteria:

1. Was the response received prior to the deadline of submission?
2. Was the response properly packaged and addressed?
3. Did the response contain the proper bid bond?
4. Did the response include documents with original signatures that were required?

Responses were received from the following:

Sharp Electronics Corporation – received 10/1/12 at 11:25am
Bidder deemed responsive

WITNESSES:

	10/3/12
Gregg Mejerhofer, Bids and Contracts Officer, NJPA	
	10/3/12
Ginger Line, Contracts Specialist, NJPA	
	10/3/12
Tracy Plinske, Contracts Specialist, NJPA	
	10/3/12
Sheila Christoffersen, Administrative Specialist, NJPA	
	10/3/12
Maureen Knight, Contracts and Marketing Specialist, NJPA	

Form G
Copiers with Related Imaging Equipment, Solutions, Accessories, Supplies and Services

Possible Points

Sharp

	Possible Points	Sharp		
Conformance to terms and conditions to include documentation	75	74		
Pricing	300	275		
Industry and Marketplace Successes	50	41		
Bidder's Ability to Sell and Service Contract Nationally	100	95		
Bidder's Marketing Plan	75	70		
Value Added Attributes	75	70		
Invoice Payment Terms and Financing Options	25	23		
Warranty Coverages and Information	100	94		
Selection and Variety of Products and Services Offered	200	190		
Total Points	1,000	930		
Bonus Points awarded for:				
Bidders "Green" characteristics	50	42		
Bidders Dissadvantaged Business Entity Characteristics	50	21		
Overall Evaluation Points	1,100	1,001		

10/25/2012

Tracy Plinke, NJPA

10/25/2012

Sheila Christoffersen, NJPA

10/25/2012

Misty Myers, NJPA

10/25/2012

Ginger Lind, NJPA

10/25/2012

Maureen Knight, NJPA

10/25/2012

Gregg Meierhofer, NJPA

10/25/2012

Keith Hanson, NJPA



www.njpacoop.org

202 12th Street NE
P.O. Box 219
Staples, MN 56479

COMMENT AND REVIEW

To the
REQUEST FOR PROPOSAL (RFP) #100312
Entitled

COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES

The following advertisement was placed in the Star Tribune on August 16, 2012 and August 23, 2012 and the Daily Journal of Commerce on August 16, 2012 through August 22, 2012 and on the NJPA website www.njpacoop.org, and on noticetobidders.com website:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and all other Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of COPIERS WITH RELATED IMAGING EQUIPMENT, SOLUTIONS, ACCESSORIES, SUPPLIES AND SERVICES. Details of this RFP are available beginning August 16, 2012 and continuing until September 13, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until October 2, 2012 at 4:30 p.m. Central Time at the above address and opened October 3, 2012 at 8:00AM Central Time.

RFP's were requested from and distributed to:

- | | |
|---|--------------------------|
| Sharp Electronics Corporation | Access Control Solutions |
| ARC | Canon USA Inc. |
| Carr Business Systems – a Xerox Company | Deerwood Technologies |
| Global GovEd Solutions | Global Imaging Systems |
| Oce North America a Canon Group Company | |
| Pro Buyers LLC | Sterling Computers |
| Toshiba Business Solutions | Xerox Corp. |
| State of California | State of Delaware |

Late inquiries were requested from:

Muratec America, Inc.

Bids were opened on October 3, 2012 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. All bids received were deemed responsive. Bids were received from the following:

Sharp Electronics Corporation

Bids were reviewed by the Proposal Evaluation Committee consisting of:

- Ginger Line, Contract Specialist, NJPA
- Gregg Meierhofer, Bids and Contracts Officer, NJPA
- Tracy Plinske, Contract Specialist, NJPA
- Keith Hanson, Accounting Manager, CPA, NJPA
- Maureen Knight, Contract and Marketing Specialist, NJPA
- Sheila Christoffersen, Administrative Specialist, NJPA
- Misty Myers, Attorney, NJPA

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that the Sharp RFP response met the expectations of Level One and Level Two Responsiveness. The committee benchmarked pricing against another industry leading national cooperative contract that was competitively bid and awarded. The result of our evaluation found the Sharp response and equipment to consistently offer better pricing. The response also offered greater discounts when compared against historical pricing.

Sharp's response included a variety of advanced technological solutions such as Remote Device Management, OSA (Open Systems Architecture) and User Interface Management. Sharp also included a dedicated Customer Service Rep for NJPA members and access to a technology and training website - My Sharp - custom built for each NJPA customer and available 24/7.

The Sharp response provided options for easy, eco-friendly recycling and extensive energy-saving products. Sharp has won Energy Star awards, partners with closetheoop.com, and participates in the EPA's "Plug-In to eCycling" and SmartwaySM green initiatives.

For these reasons the NJPA Proposal Review Committee recommends award of NJPA #100312 to

Sharp Electronics Corporation

100312-SEC

[Redacted Signature]

Ginger Line, Contracts Specialist

10-25-12
Date

[Redacted Signature]

Gregg Meierhofer, Bids and Contracts Officer

10-25-12
Date

[Redacted Signature]

Tracy Plinske, Contracts Specialist

10-25-12
Date

www.njacoop.org



202 12th Street NE
P.O. Box 219
Staples, MN 56479

[Redacted]

Keith Hanson, Accounting Manager, CPA

[Redacted]

Maureen Knight, Contract and Marketing Specialist

[Redacted]

Sheila Christoffersen, Administrative Specialist

[Redacted]

Misty Myers, Attorney

10-25-12

Date

10-25-12

Date

10-25-12

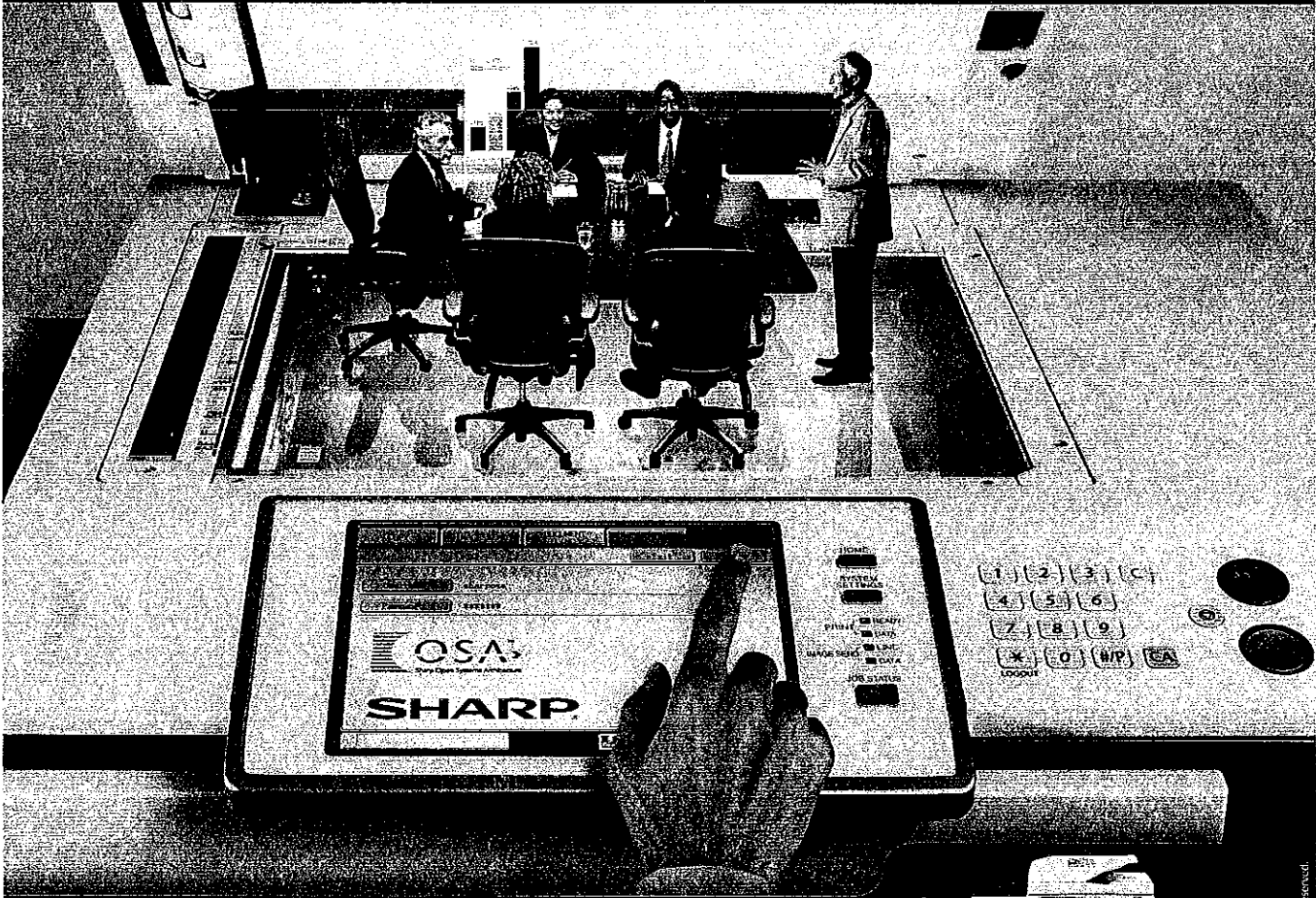
Date

10/25/12

Date

SHARP®

It's more than a Copier. It's a portal to effortless growth.



The MX-Series with Sharp OSA™ technology.

The MX-Series is your portal to a world of information. Now you can retrieve documents from your network and search the Internet right from the Copier, thanks to the revolutionary Sharp OSA technology. Sharp OSA enabled Copiers customize to the way you work, so they grow with your business. The MX-Series is more than a multifunction product, it's a multifunction portal. To learn how Sharp Copiers can improve your productivity, visit sharpusa.com/documents.

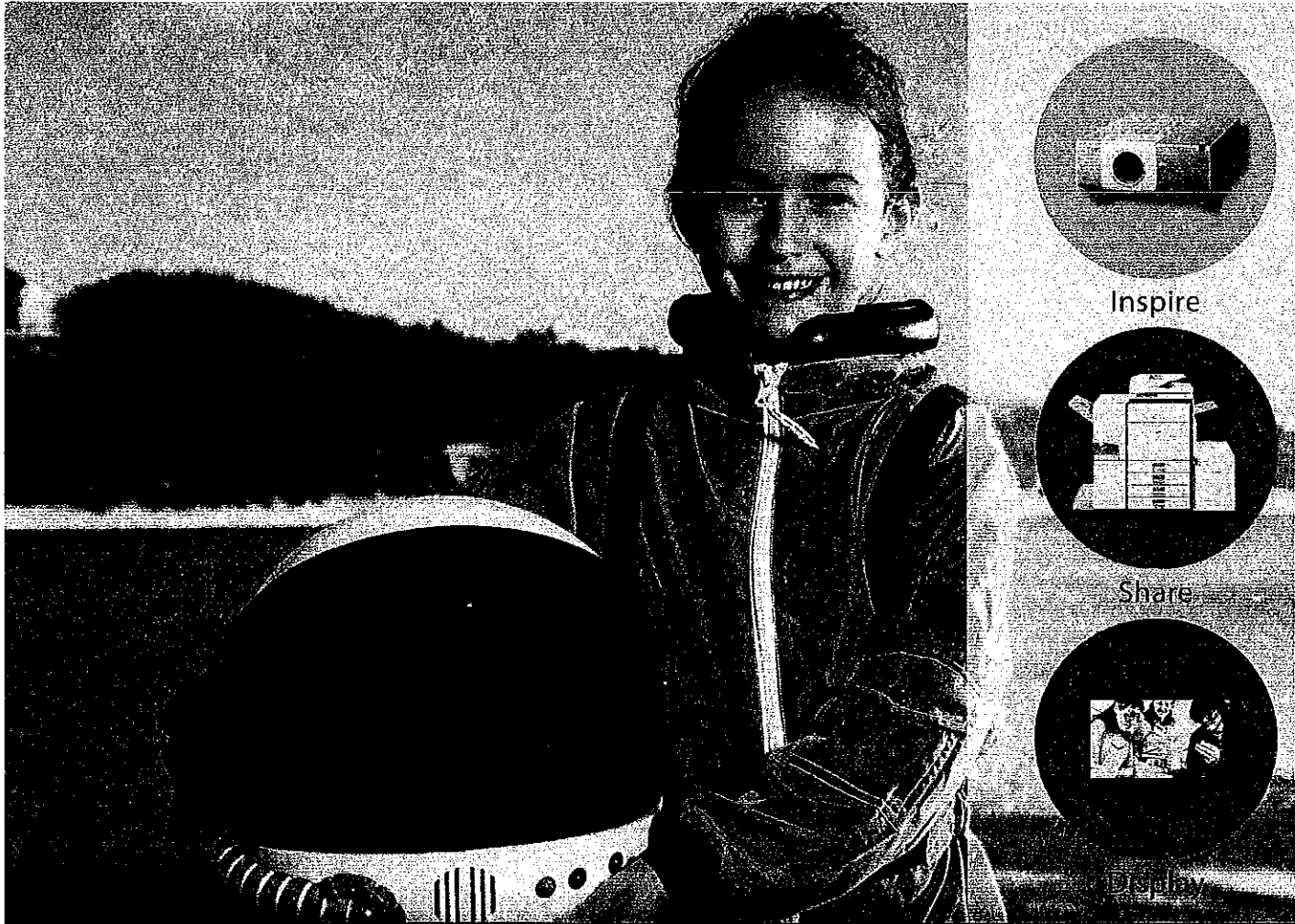
WORK WITHOUT LIMITS

In Partnership with NJPA, Sharp Electronics Corporation provides:

- Full line of digital B&W and color copiers, facsimiles, related software and supplies
- Competitively bid on customers' behalf . . .no formal bid required
- Purchase and lease programs
- Easy one step ordering
- Prompt delivery (5-10 days)



SHARP®



Some people see a kid. You see a future worth investing in.

When you give students the right tools, there's no telling what they can achieve. That's why Sharp offers a wide range of products that inspire, share and display information. The award-winning MX-Series MFPs with Sharp OSA technology allow educators and administrators to access and store records right from the MFP's LCD panel. Sharp MFPs also provide a comprehensive security suite with a superior level of protection for fast, secure transmission of confidential school data. What's more, Sharp Multimedia Projectors display and share your students' work and your lessons in brilliant clarity and color.

To learn more about how Sharp empowers teacher and students to turn their ideas into reality, visit sharpgov.com/njpa

TEACH WITHOUT LIMITS

In Partnership with NJPA, Sharp Electronics Corporation provides:

- Full line of digital B&W and color MFPs, facsimiles and multimedia projectors
- Competitively bid on customers' behalf . . .no formal bid required
- Purchase and lease programs
- Easy one step ordering
- Prompt delivery (5-10 days)



Bruce Ogrodnik
NJPA Sharp Consultant
National Joint Powers Alliance
Bruce.Ogrodnik@njpacoop.org
(651) 735-5840

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At Sharp, we know **COLOR** ... and understand the value of **GREEN**

Copier Toner Recycling Program

As part of our commitment to preserving the environment and reducing landfill waste, Sharp Imaging and Information Company of America offers our customers a Toner Recycling Program for all Sharp® copier and MFP toner cartridges.

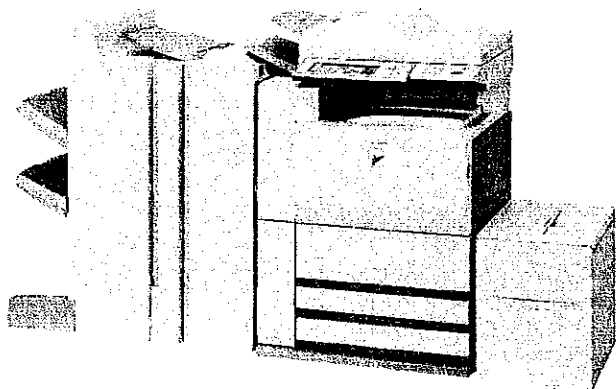
We encourage Sharp customers to recycle by providing a pre-paid shipping label for the return of all used toner cartridges.

In addition, to facilitate bulk shipments and in order to help conserve resources and reduce energy use, Sharp provides a toner cartridge shipping carton. This carton can be conveniently placed in the customer's mailroom or near the copier for easy collection and shipment of up to 10 used cartridges.

Since the program's inception, each month over 4 tons of used toner cartridges have been prevented from ending up in a landfill.

Please visit www.sharpusa.com/recycle to learn more about our recycling program.

To learn more about our Environmental Initiatives, please visit www.sharpusa.com/environment



Keep your cartridge out of a landfill... please recycle.

Environmental Leadership

Reinforcing our commitment to the environment, in 2007, Sharp Electronics received the **Excellence in Partnership Green Contractor Award** as well as the **Evergreen Award** from the U.S. Government's General Services Administration and the Coalition for Government Procurement. These awards recognize environmentally responsible businesses and their efforts in recycling, waste reduction and affirmative procurement practices.

Additionally, Sharp was one of the first members of the **EPA's SmartWaySM Transport Program**. This voluntary alliance establishes incentives for fuel efficiency improvements and reductions in greenhouse gas emissions through creating partnerships, reducing unnecessary engine idling and increasing efficiency. Sharp received the SmartWay Excellence award in 2006, 2007 and 2008.

Sharp actively participates in the **EPA's "Plug-In to eCycling"** program. This voluntary program was created to help reduce the environmental impact of electronic products during their production, use and disposal.

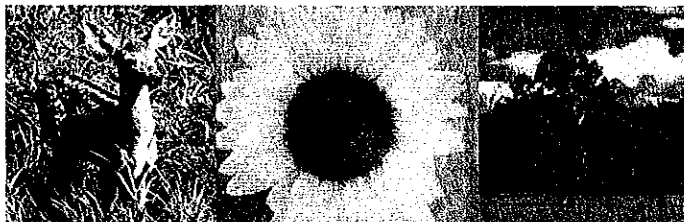
Sharp provides consumers opportunities to recycle end of life Sharp products across the United States through the use of the **MRM recycling** network.

For information on product recycling locations near you, please go to: www.mrmrecycling.com

SAVING ENERGY

SAVING RESOURCES

MAXIMIZING RECYCLING



Our Environmental Philosophy

Creating an Environmentally-Conscious Company with Sincerity and Creativity.

High Standards

Sharp is dedicated to steadily improving our environmental sustainability management and commitment to environmental conservation.

In fact, since 2004, all Sharp Corporation production facilities worldwide have been ISO 14001 certified. This certification ensures that environmental management systems to prevent pollution are maintained, and continual improvement of these systems occurs.

Commitment to GREEN

At Sharp we strive to create both energy-saving and energy-creating products and strengthening our environmental efforts is an ongoing, company-wide endeavor. As a worldwide leader in solar electricity solutions, Sharp focuses on building a sustainable society through environmentally-conscious policies and processes. Sharp leverages our environmental initiatives as a platform for sharing that expertise with consumers and increasing public environmental awareness.

Environmental Initiatives

Through its unprecedented research and development efforts, Sharp has succeeded in reducing the power consumption of its document solution products.

- **Energy Star® Qualified** models are those with advanced technologies which use 10 - 50% less energy than the standard products in their category. Sharp MFPs are Energy Star Qualified.
- New, state-of-the-art toner cartridges are one-fifth the size of conventional toner cartridges, requiring less packaging material and significantly less power consumption.
- **Organic photoconductive drum** units have an extended life of up to one million pages.
- Sharp further reduces waste by incorporating reusable airbags for its packaging materials, eliminating the use of expanded polystyrene as a packaging material for all products under 11 pounds.



"One touch of nature makes the whole world kin."

- William Shakespeare
(1564-1616)

Sharp's Environmental and Social Contributions

In 2008, Sharp Electronics collaborated with education experts to develop an environmental education program for elementary students called "Sharp Solar Academy". Taught by Sharp employee volunteers, the curriculum addresses environmental awareness, climate change, energy conservation, recycling and renewable energy, encouraging students to take small steps to adopt more eco-friendly lifestyles.

In the US, Sharp has presented the Solar Academy to fourth and fifth graders in NJ, NY and CA. Due to tremendous interest from schools, Sharp is now planning to expand the program to additional school districts. Sharp has operated a similar program in Japan reaching roughly 37,000 students.

In Mahwah, NJ, home to Sharp's US headquarters, Sharp has donated funds, video equipment and a solar system to Ramapo College of New Jersey for the Sharp Sustainability Education Center. The center is a showcase for green practices; with classrooms, demonstration space and a science laboratory that will teach local school children how to bring sustainability into their lives.



Please visit www.sharppusa.com/environment to learn more about our Environmental Awards and Initiatives.

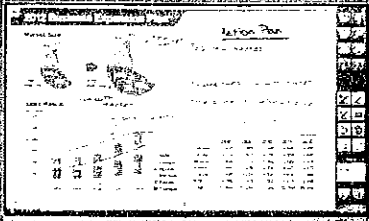
SHARP®

SHARP ELECTRONICS CORPORATION
Sharp Plaza, Mahwah, NJ 07430-1163
www.sharppusa.com

Design and specifications are subject to change without notice. Sharp and all other related trademarks are registered trademarks of Sharp Corporation and/or its affiliated companies. As an ENERGY STAR® partner, Sharp has determined that this product meets the ENERGY STAR® guidelines for energy efficiency. ENERGY STAR is a U.S. registered mark. All other trademarks are property of their respective owners.

Exhibit A - Contract

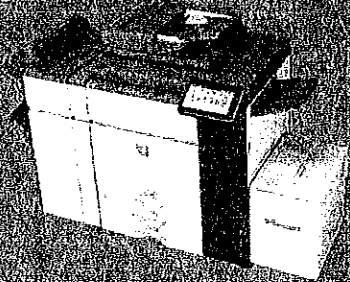
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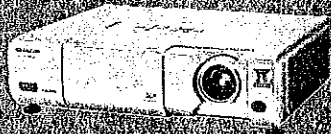
**NEW
Contract!
Available
thru 2016**

**NJPA AWARDED
CONTRACT**

Share



Inspire



**Copier, Printer, Facsimile and
Related Office Equipment and
Accessories**

**Contract # 100312-SEC
11/14/2012 - 11/13/2016**

**One stop shopping for all your
office innovation needs**

Contact:
Bruce Ogrodnik, NJPA Sharp Contract
Manager
Phone: 661-735-5840
Email: Bruce.Ogrodnik@njpacoop.org

SHARP



National Joint Powers Alliance®

Copiers, Printers, Facsimile and Related Office Equipment and Accessories

Contract # 100312-SEC

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www.njpacoop.org



National Joint Powers Alliance
Copier/Fax contract #100312-SEC

202 12th Street NE
P.O. Box 219
Staples, MN 56479

Educational/Governmental and Non-Profit Agencies

Greetings,

The National Joint Powers Alliance (NJPA) is the national organization and DBA of the North Central Service Cooperative (NCSC) which was established in 1977. The organization is governed by the NJPA Board of Directors. The board consists of six publicly elected school board members, and two elected officials from cities, counties and other government agencies.

NJPA operates under the authority and directive of M.S 123A.21 and the Uniform Municipal Contract Law M.S 471.345 Subdivision 15. As such, we are a member-owned cooperative serving all schools and educational institutions, public and private, as well as all cities, counties and all nonprofit and governmental agencies. We receive no state or federal aid and have no taxing or levying authority; therefore, we are entirely entrepreneurial. We are a governmental agency strictly acting as a self supporting business. The NJPA purpose is to provide qualified customers nationwide with contracts and services on a cooperative basis.

As a result of a national competitive bidding process NJPA has entered into an exclusive national purchasing contract, on our members' behalf, with Sharp Electronics Corporation (SEC). As the awarded national vendor, SEC offers some of the lowest published prices in the country. This contract is being marketed under the NJPA and will allow all government, education and non-profit entities to enjoy the highest quality equipment and service at the lowest possible discount pricing. This effort is only made possible as we all continue to work together in a unified cooperative manner.

Agency membership is required by NJPA to participate in this cooperative purchasing contract and is accepted and facilitated through the membership statement and customer signature on the initial NCP purchase order process. Membership is at no cost or obligation and can also be facilitated online at www.njpacoop.org .

We would like to offer your agency an opportunity to take advantage of the national cooperative price contract that has been made available through a cooperative purchasing effort between NJPA and Sharp Electronics. For further details on the contract, contact Bruce Ogrodnik for Sharp questions at (651) 735-5840 or email: bruce.ogrodnik@njpacoop.org or Mike Hajek at NJPA (218) 894-5477, email: mike.hajek@njpacoop.org . Visit our NJPA web page at www.njpacoop.org and click on Contract Purchasing Solutions. Our national service agency extends an invitation for you to join us and enjoy the many advantages of a national cooperative contract. We look forward to expanding our sales and marketing efforts as we strive to meet the needs of our customers. Thank you in advance for your time and consideration.

Sincerely,

Mike Hajek
Director of Business Development and Marketing
NJPA



Contract Order Process

Re: National Cooperative
Sharp Copier and Fax Contract #100312-SEC

Greetings,

Welcome! We are happy to have you as a participant in our National Cooperative Contract. We trust our contract will give you the leverage to gain new business and retain and better serve current customers. This national contract is available to all educational entities, public and private, all cities, counties and governmental agencies, as well as all non-profit organizations including Churches, Hospitals, Nursing Homes, and Power Cooperatives, etc.

Our goal is to provide the very best pricing allowing for your success in the marketplace. The contract advantages include the easy one step ordering through National Cooperative, national cooperative price advantage, and quick order processing from both NCP and Sharp. Another unique advantage is that this contract has been legally bid nationally by the National Joint Powers Alliance™ (NJPA) through the formal bidding process on behalf of all qualified customers. This process was facilitated in compliance with the state of Minnesota bid laws. Referencing the Minnesota Uniform Contracting Law Minnesota Statute 471.345 Subdivision 15 as a guide, NJPA has satisfied the bidding requirements that eliminates the need for qualified customers to repeat that process, thus saving considerable time. Purchasing requirements vary from state to state.

In order to satisfy the NJPA contract terms all potential members are **required** to join prior to ordering equipment. Potential members should visit www.njpacoop.org, click on the membership tab and submit for membership. NJPA membership establishes no organizational liability, purchasing commitment or obligation. Dealers may, and are encouraged to, assist customers in completing this membership process.

ORDER PROCESS – Submit orders using the NJPA Purchase Order form with the following information:

- Dealer name, address, phone number and email.
- End user name, physical address, phone number and email.
- Equipment package stock numbers and contract pricing by line item with total.
- Provide tax exemption form when necessary.
- Provide signed lease agreement when NJPA is invoicing leasing company.
- **Dealer and Customer signature required prior to order placement.**

1. Email orders to Carol.Jackson@njpacoop.org or Machel.Marshall@njpacoop.org or
2. Fax orders to Machel or Carol at 218-894-5495 or
3. Mail to:

NJPA
202 12th St NE
Staples, MN 56479

Bruce Ogrodnik
NJPA
651-735-5840
Bruce.Ogrodnik@njpacoop.org
NJPA Sharp Contract Manager

Machel Marshall
NJPA
218-894-5484
Machel.Marshall@njpacoop.org
Order processing, customer
service and billing

Carol Jackson
NJPA
218-894-5481
Carol.Jackson@njpacoop.org
Order processing, customer
service and billing

With Best Regards,

Mike Hajek, NJPA
Director of Business Development

For contract information go to:
www.njpacoop.org

Installing Dealer	City	Email
Acct #	State	

Dealer Information		Customer Information	
Dealership	_____	Account Name	_____
Account #	_____	Contact	_____
Address	_____	Physical Address	_____
City, State Zip	_____	City State Zip	_____
Phone	_____	Phone	_____
Email	_____	Email	_____

Lease Information			
Lease Company	_____	Contact Person	_____
Phone/Extension	_____	Bill Lease Company	___ Yes ___ No

Customer Purchase Order			
Customer PO # _____			
Model/Description/Package	Quantity	Unit Price	Price Extension
Total:			

Customer Acceptance
 The undersigned agrees that the Sharp equipment described above is purchased based on the terms and conditions specified under NJPA Sharp Contract # 100312-SEC. Participating Membership with the National Joint Powers Alliance (NJPA) is encouraged for the benefit of the customer. Membership is at no cost and allows access to multiple national purchasing contracts, programs and services. NJPA Participating Members do not claim any NJPA organizational proprietary interest and are indemnified and held harmless of all organizational claims, liabilities or actions. For contract procurement files, contract supporting documents and NJPA online membership registration, go to www.njpacoop.org.

DEALER & CUSTOMER SIGNATURE REQUIRED PRIOR TO ORDER PLACEMENT

_____ Dealer Printed Name	_____ Dealer Acct. #	_____ Customer Printed Name
_____ Dealer Signature & Date		_____ Customer Signature & Date

NJPA - 212 12th St NE, PO Box 219, Staples, MN 56479		
Fax Orders To: 218-894-5495		
Machel Marshall 218-894-5484 Machel.Marshall@njpacoop.org	www.njpacoop.org	Carol Jackson 218-894-5481 Carol.Jackson@njpacoop.org



Sample Purchase Order - 36 Month Lease

The following is an explanation of a sample of a Lease Purchase Order. Incorrect information in these areas will require modification from the issuing office.

STATE OF _____		STATE PURCHASE ORDER		ORDER NUMBER	
ISSUED BY (Agency)		TELEPHONE NO.	REQ. NO.	ORDER DATE	
DATE RECEIVED	TYPE OF ORDER <input type="checkbox"/> Original <input type="checkbox"/> Confirming	CASH DISCOUNT TERMS NET 30 DAYS	F.O.B. DESTINATION	DELIVERY HOURS <i>Please Specify</i>	
NOTE: OUR PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, DELIVERY SLIPS, CASES, PACKAGES, AND COMMUNICATIONS. THIS PURCHASE ORDER VOID UNLESS APPROVED BY THE STATE COMPTROLLER AT LOWER RIGHT					
VENDOR: Lease Servicing Center, Inc. (Lessor) dba National Cooperative Leasing 460 Northside Drive Alexandria, MN 56368			SHIP TO: Agency Name Address City, State, Zip Attn:		
BILL TO: Agency Name Address City, State, Zip Attn:			SPECIAL INSTRUCTIONS:		
ITEM	DESCRIPTION	QUANTITY	UNIT	UNIT PRICE	AMOUNT
This purchase order constitutes a 36 Month Noncancellable Lease to Purchase between LSC (Lessor) and "Agency Name" (lessee). Lessee acknowledges that it has reviewed and agrees to the terms and conditions of the NJPA Contract #100312-SEC. Said terms and conditions of Contract #100312-SEC are incorporated herein and shall control over any inconsistent terms of this purchase order. Lessee shall pay directly to Lessor the Monthly payment set forth on the purchase order in accordance with the terms of Contract #100312-SEC.					
1	Sharp Model XXXXXX	1	36 Mo.	\$ XXX.XX	\$ XXX.XX
2	Accessory XXXXXXXX	1	36 Mo.	XX.XX	XX.XX
3	Accessory XXXXXXXX	1	36 Mo.	XX.XX	XX.XX
4	Accessory XXXXXXXX	1	36 Mo.	XX.XX	XX.XX
5	Supply Kit XXXXXXXX	1	1	XXX.XX	XXX.XX
COMMITTED AMOUNT		OBLIGATED AMOUNT		CONTRACT PERIOD	
\$ XXXX.XX		\$ XXXX.XX		FROM TO	
D.P.A. NO.	CONTRACT AWARD NO. #021828-SP	APPROVED PURCH REQ. NO.	APPROVED BY AGENCY <i>Authorized Signature</i>		
PREPARED BY	DATE				

1. **Vendor Address**
Leasing Servicing Center, Inc. (Lessor)
dba National Cooperative Leasing
c/o Local Authorized Dealer
460 North Side Drive
Alexandria, MN 56368
2. **Terms and Conditions**
Must include pricing, Lease Terms and Conditions per NJPA contract #100312-SEC
3. **Contract Number**
Must Have Contract Number
4. **Signature**
Be sure to sign the purchase order! Must be signed by any authorized Contracting / Ordering Officer

Alliance Between Buyers and Suppliers

NATIONAL JOINT POWERS ALLIANCE®

NJPA is a member-owned contracting agency that creates business and service relationships between buyers and suppliers. NJPA serves public and non-profit educational systems and non-profit and governmental agencies and is governed by publicly elected officials.

Encourage your customers to join over 35,000 municipal agencies across the nation to learn more about this contract and receive all the benefits of a no cost, no obligation membership with NJPA. New customers should visit www.njpacoop.org and click "join" to become a member.

HOW THE CONTRACT WORKS

- Local dealer makes sales presentation to customer offering NJPA pricing
- Equipment order is placed with NJPA; process is facilitated by local Sharp dealer
- NJPA places order directly with Sharp
- Equipment is delivered to local Sharp dealer
- NJPA bills customer or leasing company
- Selling and installing compensation credits provided from Sharp on all equipment sales
- Sales count toward quota, dealer status credits and all standard Sharp sales incentive programs

CUSTOMER ADVANTAGES

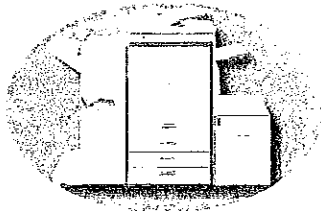
- Ability to purchase at the 500+ price level, one or more machines at a time
- Contract price guaranteed through established contracted time lines
- Inventory preference for NJPA orders on Sharp stock inventory
- Save time and expense of the bidding process



Our Partnership with NJPA

NEW PRODUCT OFFERINGS

In addition to our copier and facsimile products, Sharp now offers LCD monitors and multimedia projectors through the NJPA contract.



GET MORE FROM A LEADER

Sharp MFPs help manage workflow efficiently and increase productivity. Through the Sharp OSA™ development platform, seamless integration with network applications creates a personalized MFP that can meet virtually any business need.

Scan² technology scans two-sided documents in a single pass to enhance reliability and preserve document integrity while reducing paper usage.

These technological advancements have set Sharp apart from its competition and have been recognized by Buyers Lab, Inc.; having been awarded multiple BLI's Line of the Year Awards.

As part of our commitment to preserving the environment and reducing landfill waste, Sharp Electronics offers our customers a Toner Recycling Program for All Sharp® copier and MFP toner cartridges. Visit www.sharpsusa.com/recycle for more information.



CUSTOMER ADVANTAGES

- Leveraged buying power assures national volume pricing
- Competitively bid on customer's behalf by a government agency...no formal bid required
- One step ordering reduces time and expense of purchasing process
- All local Government, Educational and Non-profit organizations qualify
- Exclusive national cooperative contract for digital document solutions, LCD Monitors and Multimedia Projectors
- Same day order processing and prompt delivery

CONTRACT QUESTIONS

www.njpacoop.org

Bruce Ogradnik
NJPA Sharp Contract Manager
Phone: 651-735-5840
Bruce.Ogradnik@njpacoop.org

PRODUCT INFORMATION

www.sharpgov.com/njpa



National Joint Powers Alliance®
Copier/Facsimile Contract #100312-SEC
Effective November 14, 2012



GENERAL TERMS AND CONDITIONS

1. **Ordering Information:**

Ordering Address:

National Joint Powers Alliance®
202 12th St NE , PO Box 219
Staples, MN 56479

Payment Address:

Same as ordering address

(If lease transaction, pay per Lessor instructions)

Contact: Carol Jackson or Machel Marshall
Phone: (218) 894-5481 or (218) 894-5484

2. **Payment Terms:** Net 45 days, 18% per annum

3. **Federal I.D. No.:** 41-1310360

4. **Delivery:**

F.O.B. Destination within 48 contiguous states & Washington DC.

F.O.B. Port of Embarkation within 48 contiguous states for Alaska, Hawaii, and Puerto Rico.

5. **Purchase Price:** Includes 90 day warranty and installation within 50 mile radius of Sharp Authorized Dealership

6. **Eligibility to use this Pricing:**

- State Governments and Political Subdivisions
- Non-profit/tax-exempt Schools, Colleges, Universities
- Non-profit/ tax-exempt Hospitals
- Any other non-profit/ tax-exempt organization

NJPA/ NCP is the final authority for determining the eligibility of an account to use this catalog/ pricing.

7. **Leasing and Leasing Eligibility:**

- a. **\$1 Buyout (Lease to Ownership) and Fair Market Value leases are available:** For the current lease rates, please contact your National Cooperative Leasing ("NCL") Account Manager at (320) 763-7600.
 - i. State and Local Government agencies and Political Subdivisions must either:
 1. Sign a NCL Lease Agreement or
 2. Reference this catalog number in the purchase order and reference the leasing language as the relevant language. (See sample Purchase Order)
 - ii. Non-profit organizations, Indian tribes and Federal Government Agencies must sign the appropriate Lease Documentation provided by NCL.
- b. **Fair Market Value Lease:** The Customer must sign a NCL Lease Agreement.
- c. **Municipal \$1 Buyout Lease Terms:**

The following lease provisions apply between the customer and the leasing company. The words YOU and YOUR refer to the ("Lessee"). The words WE, US and OUR refer to the ("Lessor"). The word supplier refers to the installing dealer.

1. Payments.

To the extent Customer desires to lease the equipment from a lease finance company ("Lessor"), Customer agrees to lease the equipment listed on the Purchase Order submitted pursuant to the Agreement. Customer promises to make all lease payments in accordance with the Purchase Order. Lease payments shall be payable in advance and shall commence on the date customer accepts the equipment and continuing thereafter for the term of the lease as provided in the Purchase Order. To the extent customer fails to make the lease payment within five (5) days of the due date, customer agrees to pay Lessor: (1) a late charge of ten (10%) percent of the payment amount or the maximum amount allowed by law, whichever is less, in addition (2) pay default interest on any required payment that is more than one (1) month later calculated at the rate of 18%.

2. Finance Lease Status.

Lessor and customer agree that the Purchase Order, the Agreement and Addendum constitute a FINANCE LEASE AS DEFINED IN ARTICLE 2A OF THE UNIFORM COMMERCIAL CODE. Lessor has no obligation to install, maintain or service the equipment. Lessor shall not be liable for any direct, indirect, special or consequential damages related to the use of the equipment. If the equipment is unsatisfactory for any reason, customer's sole remedy shall be against the manufacturer and supplier of the equipment. NO DEFECT OR UNFITNESS OF ANY ITEM OF THE EQUIPMENT SHALL RELIEVE CUSTOMER OF THE OBLIGATION TO PAY ANY INSTALLMENT OF RENT OR ANY OTHER OBLIGATION UNDER THIS LEASE. CUSTOMER SHALL DEFEND AND HOLD LESSOR HARMLESS FOR ANY LOSS, DAMAGE OR INJURY TO WHETHER IN STRICT LIABILITY, NEGLIGENCE OR OTHERWISE. TO THE EXTENT PERMITTED BY APPLICABLE LAW, CUSTOMER WAIVES ANY AND ALL RIGHTS AND REMEDIES CONFERRED UPON A CUSTOMER BY ARTICLE 2A OF THE UNIFORM COMMERCIAL CODE.

3. Supply Contract: Enforcement of Supplier Warranties

If a Supply Contract has been selected by Customer from Supplier, the Customer acknowledges that Customer has reviewed and approved the Supply Contract covering each item of equipment purchased from the Supplier or that Customer is informed of the name of the Supplier. Customer agrees that Lessor shall not be liable for specific performance of this Lease or for damages if for any reason the Supplier delays or fails to fill the order. Customer understands that it may have rights under the Supply Contract and that it should contact the Supplier for the description of any such rights. So long as Customer is not in default hereunder, Lessor transfers to Customer the warranties, if any, made by the manufacturer or Supplier to Lessor. However, Lessor is not liable to Customer for modification or rescission of any warranty. Customer shall comply with and enforce such warranties.

4. Acceptance.

Supplier will ship the Equipment direct to Customer at the Equipment Location specified in the Purchase Order. Customer will take delivery and upon installation and acceptance of the Equipment will sign and deliver to Lessor the Delivery and Acceptance Receipt submitted by Lessor, thereby warranting to Lessor that the Equipment is (a) as selected by Customer and (b) has been unconditionally accepted by Customer for all purposes under this Lease.

5. Maintenance.

At Customer's own expense, Customer shall maintain the Equipment in the same condition as when delivered, subject only to reasonable wear and tear, and shall replace any damaged parts. Customer will enter into a maintenance agreement for the service of the Equipment at Customer's costs. Customer shall make no alterations to the Equipment without Lessor's prior written consent. Any and all changes made to the Equipment are considered permanent and become part of the Equipment. Customer agrees to house the same in suitable shelter, and not to sell or otherwise dispose of its interest therein or in any Equipment or accessories attached thereto. Lessor may inspect the Equipment and all maintenance records, at any time upon request and may enter upon the premise where the Equipment is located at reasonable times for such purpose.

6. Assignment.

Lessor may assign all or any part of its right, title or interest in this Lease. Each subsequent assignee of a right of Lessor shall succeed to the same right as the original Lessor. Customer hereby agrees that any assignee of Lessor does not assume any obligation of the Lessor. Customer agrees it will not assign, mortgage, sublease, transfer, hypothecate or otherwise convey or dispose of any part of Customer's interest in this Lease or in the Equipment or permit the Equipment or any part of the Equipment to be used by anyone other than Customer or Customer's employees without the prior written consent of Lessor, and any attempted assignment thereof shall be void.

7. Risk of Loss.

Customer assumes the entire risk of loss or damage to the Equipment, whether or not covered by insurance and no such loss shall relieve Customer of its obligations hereunder. Customer agrees to keep the Equipment insured and provide proof of insurance to Lessor to protect all interests of Lessor, at Customer's expense, against all risks of loss or damage from any cause whatsoever for not less than the unpaid balance of the Lease rentals due hereunder or the full replacement value of Equipment, whichever is higher and to purchase insurance in an amount satisfactory to Lessor to cover the liability of Lessor for public liability and property damage. Said insurance policies and the proceeds there from shall be the sole property of Lessor and Lessor shall be named as an insured in all policies and as sole loss payee in the policies insuring the Equipment.

8. Use of Equipment; Taxes.

Customer agrees to use, operate and maintain the Equipment in accordance with all laws; to pay all taxes, licensing and registration fees for the equipment to keep the same free from levies, liens and encumbrances.

9. Remedies.

In the event Customer shall default in the payment of any rent or other payment obligation hereunder or in the event of any other breach of the terms and conditions of this Lease; or if any execution or other writ or process shall be issued in any action or proceedings, against the Customer, whereby any item of Equipment may be taken or detained; or if a proceeding in bankruptcy, receivership or insolvency shall be instituted by or against the Customer or its property, or if the Customer shall enter into any agreement or composition with its creditors, breach any terms of any other agreement between the parties hereto or of any loan or credit agreement with a third party, or if the condition of the Customer's affairs shall so change as to, in the Lessor's opinion, impair the Lessor's security or increase the credit risk involved, or if the Customer shall merge, consolidate or transfer all or substantially all of its assets, the Lessor shall have the right to: (1) retake immediate possession of its Equipment without Court Order or other process of law and for such purpose, the Lessor may enter upon any premises where the Equipment may be and may remove the same there from with or without notice of its intention to do same, without being liable to any suit or action or other proceeding by the Customer. Lessor may, at its option, sell the

Equipment at public or private sale for cash or on credit and may become the purchaser at such sale; (2) accelerate the balance of rentals and other sums payable there under("Default Obligation"), thereby requiring prepayment of this Lease with all such rentals due and to make such payment after this notice and demand, Lessor shall be entitled to institute appropriate legal proceedings against Customer with the Customer being responsible for the default obligation, court costs and reasonable attorney's fee not to be less than an amount equal to 33.33 percent of the default obligation; (3) take possession with the Equipment all copies of the code, manuals and databases associated with software licensed to Customer as part of the Equipment, cause Customer's software license to be terminated and support thereof to be discontinued; and (4) exercise any other remedies authorized by Article 2A of the Uniform Commercial Code or other statutes and common laws. The rights granted the Lessor therein, shall be cumulative, and action upon one shall not be deemed to constitute an election or waiver of the other right of action, or any other right to which Lessor may be entitled. All sums becoming immediately due and payable shall be construed as liquidated damages rather than as a penalty. The Customer shall remain and be liable for the return of the Equipment and any loss of, destruction of, or injury to the equipment, in the same manner as herein provided

10. No Waiver of Default.

The omission by Lessor at any time to enforce any default or right reserved to it, or to require performance of any of the terms, covenants or provisions hereof by the Customer at any time, shall not be a waiver of any such default or right to which the Lessor is entitled, nor shall it in any way affect the right of the Lessor to enforce such provisions thereafter. The Lessor may exercise all remedies simultaneously, pursuant to the terms hereof, and any such action shall not operate to release the Customer until the full amount of the rentals due and to become due, and all other sums to be paid hereunder have been paid.

11. Non-Appropriation.

If Customer (a) is a government entity; (b) is not allotted funds for the next fiscal year to continue leasing the Equipment; (c) has no funds for the purchase, Lease or Rental of Equipment performing similar functions to those performed by the Equipment; and (d) has no funds for any other sources (collectively, a Non-Appropriation:), then Customer may terminate this Lease at the end of the then current fiscal year, and Customer will not be obligated to make payments beyond the end of the then-current fiscal year, except Customer will be obligated to return the Equipment to Us at Customer's sole expense. If within one (1) year after termination for Non-Appropriation, Customer appropriates funds to purchase, Lease or Rent Equipment performing functions similar to those performed by the Equipment, then it will be conclusively deemed that monies have been appropriated for the continuance of this Lease and at Lessor's sole option, this Lease may be automatically reinstated.

12. Government Warranties.

Customer represents and warrants that: (a) Customer is a duly organized public body corporate and politic with full power and authority to enter into and perform its obligations under this Lease; (b) all necessary actions of Customer governing body have been taken and all necessary procedures have been complied with to give full effect to the execution, delivery and performance of this Lease; (c) this Lease is valid, binding and enforceable according to its terms; (d) Customer has budgeted and appropriated sufficient fund to make all payments and meet all of its other obligations for the current fiscal year and such funds have not been expended for other purposes; (e) Customer will do all things lawfully within its power to obtain and maintain funds for payments (including providing for such payments in each budget or appropriation request submitted and adopted), to have such portions or budgets or appropriation request approved, and to exhaust all available reviews and appeals in the event such portion of any budget or appropriation request is not approved; (F) Customer has complied with all public bidding requirements applicable to the Agreement and the acquisition of the Equipment; and (g) the Equipment will be used only by Customer and only to perform essential governmental or proprietary functions consistent with the permissible scope of Customer's authority.

SHARP®

Color / B & W Copiers



National Joint Powers Alliance®

Contract # 100312-SEC

MX-2615N / MX-3115N Networked Digital Color Copier

Model Number	Description	Contract Pricing
MX-2615N	26 PPM Networked B&W / Color Digital Copier with Multi-Tasking Controller, 320 GB Hard Disk Drive with Document Filing System, 100-Sheet Reversing Single Pass Feeder, Auto Duplex, Standard PCL 6 Network Printing, Network Scanning, One 500-Sheet Paper Cassette, One 100-Sheet Bypass and (1) Sharpdesk user license (600 sheets standard paper supply) *	\$3,248.00
	Note: Machine ships with black and white and color developer. Toner must be purchased separately.	
MX-3115N	31 PPM Networked B&W / Color Digital Copier with Multi-Tasking Controller, 320 GB Hard Disk Drive with Document Filing System, 100-Sheet Reversing Single Pass Feeder, Auto Duplex, Standard PCL 6 Network Printing, Network Scanning, One 500-Sheet Paper Cassette, One 100-Sheet Bypass and (1) Sharpdesk user license (600 sheets standard paper supply) *	\$3,606.00
	Note: Machine ships with black and white and color developer. Toner must be purchased separately.	

Options & Accessories

Output Options

MX-FN17	Inner Finisher	624.00
MX-PN11B	3 Hole Punch Module (requires MX-FN17)	364.00

Tray Options

MX-36ABD	Deluxe Copier Cabinet	90.00
MX-DE12	Stand with (1) x 500 Sheet Paper Drawer	364.00
MX-DE13	Stand with (2) x 500 Sheet Paper Drawers	442.00
MX-DE14	Stand with (3) x 500 Sheet Paper Drawers	598.00
MX-DE20	Stand with (1) x 500 + 2,000 Sheet Tandem Paper Drawers	786.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	88.00

Exit Tray

MX-TR13N	Right Side Exit Tray	74.00
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Security

MX-FR40U	Commercial Data Security Kit	319.00
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Print

MX-PK11	PS3 Expansion Kit	213.00
MX-PF10	Bar Code Font Kit	296.00
AR-SU1	Stamp Unit (requires AR-SV1 stamp cartridge)	77.00

Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
MX-AMX2	OSA Application Communication Module	183.00
MX-AMX3	OSA External Accounting Module	99.00

Fax

MX-FX11	Super G3 Fax Kit	452.00
MX-FWX1	Internet Fax Kit	278.00

National Joint Powers Alliance®

Contract # 100312-SEC

MX-2615N / MX-3115N Networked Digital Color Copier

Model Number	Description	Contract Pricing
Miscellaneous		
AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Maximum Power Surge Protector	104.00
MX-KB14N	Retractable Keyboard Kit	338.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-AMX2)	2,145.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

MX-2615N / MX-3115N Networked Digital Color Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX2610NSupplykit	Supply Kit - B/C/M/Y Toner & Developer	-	-	\$767.00
MX2610NTonerkit	Toner Kit - B/C/M/Y Toner	-	-	347.90
MX-36NTBA	Black Toner Cartridge	1 Cartridge	24,000	62.90
MX-36NTCA	Cyan Toner Cartridge	1 Cartridge	15,000	95.00
MX-36NTMA	Magenta Toner Cartridge	1 Cartridge	15,000	95.00
MX-36NTYA	Yellow Toner Cartridge	1 Cartridge	15,000	95.00
MX-36NVBA	Black Developer	1 Package	100,000	22.90
MX-36NVSA	C/M/Y)	1 Package	60,000	396.20
MX-SCX1	Staple Cartridge	3 Cartridges	5,000 / Ctg.	64.00
AR-SV1	SU1)	2 Cartridges		56.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-2615N / MX-3115N - Low Volume Plan - color	\$240.00	\$288.00	12,000	0.0200
MX-2615N / MX-3115N - Low Volume Plan - black	342.00	410.00	36,000	0.0095
MX-2615N / MX-3115N - High Volume Plan - black	540.00	648.00	60,000	0.0090
MX-FN17	84.00	96.00	-	-
All Other MX-2615N / MX-3115N Accessories	Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-2615N / MX-3115N - color	12,000	\$720.00	0.0600	\$864.00	0.0720
MX-2615N / MX-3115N- black	24,000	288.00	0.0120	346.00	0.0144

**National Joint Powers Alliance®
Contract # 100312-SEC**

MX-2640N / MX-3140N / MX-3640N Networked Digital Color Copier

Model Number	Description	Contract Pricing
MX-2640N	26 PPM Networked B&W / Color Digital Copier with Multitasking Controller, Retractable Keyboard, Sharp OSA® Technology (Cloud Ready) - Application Communication and External Accounting Modules, 320 GB Hard Disk Drive with Document Filing System, PCL®6 and Adobe® PostScript® 3™ Printing Systems, Network Printing, Network Scanning, 100-Sheet Reversing Single-Pass Feeder, Auto Duplexing, 500-Sheet Paper Drawer, 100-Sheet Bypass Tray and (1) Sharpdesk User License (600 sheets standard paper supply) * Black and color developer is included.	\$3,968.00
MX-3140N	31 PPM Networked B&W / Color Digital Copier with Multitasking Controller, Retractable Keyboard, Sharp OSA® Technology (Cloud Ready) - Application Communication and External Accounting Modules, 320 GB Hard Disk Drive with Document Filing System, PCL®6 and Adobe® PostScript® 3™ Printing Systems, Network Printing, Network Scanning, 100-Sheet Reversing Single-Pass Feeder, Auto Duplexing, 500-Sheet Paper Drawer, 100-Sheet Bypass Tray and (1) Sharpdesk User License (600 sheets standard paper supply) * Black and color developer is included.	\$4,611.00
MX-3640N	36 PPM Networked B&W / Color Digital Copier with Multitasking Controller, Retractable Keyboard, Web Browser, Sharp OSA® Technology (Cloud Ready) - Application Communication and External Accounting Modules, 320 GB Hard Disk Drive with Document Filing System, PCL®6 and Adobe® PostScript® 3™ Printing Systems, Network Printing, Network Scanning, 100-Sheet Reversing Single-Pass Feeder, Auto Duplexing, 500-Sheet Paper Drawer, 100-Sheet Bypass Tray and (1) Sharpdesk User License (600 sheets standard paper supply) * Black and color developer is included.	\$5,405.00

Options & Accessories

Output Options (Must Choose 1)

MX-TU12	Center Exit Tray Unit	40.00
or		
MX-FN17	Inner Finisher	624.00
MX-PN11B	3 Hole Punch Module	364.00
or		
MX-FN10	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB10N)	1,404.00
MX-RB10N	Paper Pass Unit	203.00
MX-PNX5B	3 Hole Punch Module	364.00

Paper Tray Options

MX-36ABD	Deluxe Copier Cabinet	90.00
MX-DE12	Stand with (1) x 500 Sheet Paper Drawer	364.00
MX-DE13	Stand with (2) x 500 Sheet Paper Drawers	442.00
MX-DE14	Stand with (3) x 500 Sheet Paper Drawers	598.00
MX-DE20	Stand with (1) x 500 + 2,000 Sheet Tandem Paper Drawers	786.00
MX-LC11	Large Capacity Tray - 3,500 Sheets (requires MX-DE12, MX-DE13, MX-DE14 or MX-DE20)	650.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	88.00

Exit Tray

MX-TR13N	Right Side Exit Tray	74.00
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Security

MX-FR41U	Commercial Data Security Kit (available 3rd Quarter 2013)	319.00
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* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

**National Joint Powers Alliance®
Contract # 100312-SEC**

MX-2640N / MX-3140N / MX-3640N Networked Digital Color Copier

Model Number	Description	Contract Pricing
Print		
MX-PF10	Bar Code Font Kit	296.00
MX-PUX1	XPS Expansion Kit (requires MX-SHP2GBXPS Memory Upgrade)	281.00
MX-EB11	Enhanced Compression Kit	650.00
MX-EB12N	Mirroring Expansion Kit	416.00
MX-SHP2GBXPS	2GB Memory Upgrade	218.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	77.00
Sharp OSA™		
MX-AMX1	OSA Application Integration Module	183.00
Fax		
MX-FX11	Facsimile Expansion Kit with 8MB Memory	452.00
MX-FWX1	Internet Fax Kit	278.00
Miscellaneous		
AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-AM10	Web Browsing Expansion Kit (standard on MX-3640N)	228.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-AMX2)	2,145.00

MX-2640N / MX-3140N / MX-3640N Networked Digital Color Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX2610NSupplykit	Supply Kit - B/C/M/Y Toner & Developer	-	-	\$767.00
MX2610NTonerkit	Toner Kit - B/C/M/Y Toner	-	-	347.90
MX-36NTBA	Black Toner Cartridge	1 Cartridge	24,000	62.90
MX-36NTCA	Cyan Toner Cartridge	1 Cartridge	15,000	95.00
MX-36NTMA	Magenta Toner Cartridge	1 Cartridge	15,000	95.00
MX-36NTYA	Yellow Toner Cartridge	1 Cartridge	15,000	95.00
MX-36NVBA	Black Developer	1 Package	100,000	22.90
MX-36NVSA	C/M/Y)	1 Package	60,000	396.20
MX-SCX1	Staple Cartridge (MX-FN17 and MX-FN10)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC3	Staple Cartridge (MX-FN10)	3 Cartridges	2,000 / Ctg.	25.00
AR-SV1	SU1)	2 Cartridges		56.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Zone 1</u> <u>0 - 25 Miles</u>	<u>Zone 2</u> <u>26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-2640N / MX-3140N / MX-3640N - Low Volume Plan - color	\$240.00	\$288.00	12,000	0.0200
MX-2640N / MX-3140N / MX-3640N - Low Volume Plan - black	342.00	410.00	36,000	0.0095
MX-2640N / MX-3140N / MX-3640N - High Volume Plan - black	540.00	648.00	60,000	0.0090
MX-FN17	84.00	96.00	-	-
MX-FN10	96.00	110.00	-	-
All additional MX-2640N / MX-3140N / MX-3640N accessories	Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1</u> <u>0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2</u> <u>26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-2640N / MX-3140N / MX-3640N - color	12,000	\$720.00	0.0600	\$864.00	0.0720
MX-2640N / MX-3140N / MX-3640N - black	24,000	288.00	0.0120	346.00	0.0144

National Joint Powers Alliance®

Contract # 100312-SEC

MX-3610N Networked Digital Color Copier

Model Number	Description	Contract Pricing
MX-3610N	36 PPM Networked B&W / Color Digital Copier with Retractable Keyboard, 10.1" High-Resolution Touch Screen Display with tilt, 1200 x 1200 dpi Print Resolution, Multitasking Controller, 160 GB Hard Drive with Document Filing System, PCL5c/PCL6 Network Printing, Network Scanning, (1) Sharpdesk user license, 100-Sheet Reversing Single-Pass Feeder, Auto Duplexing, MX-AMX2 OSA Application Communication Module, 500-Sheet Paper Drawer and 100-sheet Bypass Tray. (600 sheets total paper supply) *	\$5,405.00

Note: Machine ships with black and color developer. Toner must be purchased separately.

Options & Accessories

Output Options (Must Choose 1)

MX-TU12	Center Exit Tray Unit	40.00
or		
MX-FN17	Inner Finisher	624.00
MX-PN11B	3 Hole Punch Module	364.00
or		
MX-FN10	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB10)	1,404.00
MX-RB10N	Paper Pass Unit	203.00
MX-PNX5B	3 Hole Punch Module	364.00

Paper Tray Options

MX-36ABD	Deluxe Copier Cabinet	90.00
MX-DE12	Stand with (1) x 500 Sheet Paper Drawer	364.00
MX-DE13	Stand with (2) x 500 Sheet Paper Drawers	442.00
MX-DE14	Stand with (3) x 500 Sheet Paper Drawers	598.00
MX-LC11	Large Capacity Tray - 3,500 Sheets (requires MX-DE12, MX-DE13 or MX-DE14)	650.00

Exit Tray

MX-TR13N	Right Side Exit Tray	74.00
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Security

MX-FR30U	Commercial Data Security Kit	319.00
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Print

MX-PK11	PS3 Expansion Kit	213.00
MX-PF10	Bar Code Font Kit	296.00
MX-PUX1	XPS Expansion Kit (requires MX-SHP1GBCR3 Memory Upgrade)	281.00
MX-EB11	Enhanced Compression Kit	650.00
MX-EB12N	Mirroring Expansion Kit	416.00
MX-SHP1GBCR3	1GB Memory Upgrade	218.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	77.00

Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
MX-AMX3	OSA External Accounting Module	99.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

Fax

MX-FX11	Facsimile Expansion Kit with 8MB Memory	452.00
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National Joint Powers Alliance®

Contract # 100312-SEC

MX-3610N Networked Digital Color Copier

Model Number	Description	Contract Pricing
MX-FWX1	Internet Fax Kit	278.00
Miscellaneous		
AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit	2,145.00

MX-3610N Networked Digital Color Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX2610NSupplykit	Supply Kit - B/C/M/Y Toner & Developer	-	-	\$767.00
MX2610NTonerkit	Toner Kit - B/C/M/Y Toner	-	-	347.90
MX-36NTBA	Black Toner Cartridge	1 Cartridge	24,000	62.90
MX-36NTCA	Cyan Toner Cartridge	1 Cartridge	15,000	95.00
MX-36NTMA	Magenta Toner Cartridge	1 Cartridge	15,000	95.00
MX-36NTYA	Yellow Toner Cartridge	1 Cartridge	15,000	95.00
MX-36NVBA	Black Developer	1 Package	100,000	22.90
MX-36NVSA	Color Developer (1 each color C/M/Y)	1 Package	60,000	396.20
MX-SCX1	Staple Cartridge (MX-FN17 and MX-FN10)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC3	Staple Cartridge (MX-FN10)	3 Cartridges	2,000 / Ctg.	25.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		56.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-3610N - Low Volume Plan - color	\$240.00	\$288.00	12,000	0.0200
MX-3610N - Low Volume Plan - black	342.00	410.00	36,000	0.0095
MX-3610N - High Volume Plan - black	540.00	648.00	60,000	0.0090
MX-FN17	84.00	96.00	-	-
MX-FN10	96.00	110.00	-	-
All additional MX-3610N accessories	Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-3610N - color	12,000	\$720.00	0.0600	\$864.00	0.0720
MX-3610N - black	24,000	288.00	0.0120	346.00	0.0144

National Joint Powers Alliance®

Contract # 100312-SEC

MX-4110N Networked Digital Color Copier

Model Number	Description	Contract Pricing
MX-4110N	41 PPM Networked B&W / Color Digital Copier, 10.1" High-Resolution Touch Screen Display with tilt, 1200 x 1200 dpi Print Resolution, Multitasking Controller, 160 GB Hard Drive with Document Filing System, PCL5c/PCL6/PS3 Network Print, Network Scanning, (1) Sharpdesk user license, 100-Sheet Reversing Single-Pass Feeder, Auto Duplexing, 2 x 500 Sheet Paper Drawers and 100-Sheet Bypass Tray. (1,100 sheets total paper supply)*	\$5,802.00

Note: Machine ships with black and color developer. Toner must be purchased separately.

Options & Accessories

Output Options (Must Choose 1)

MX-TU13	Center Exit Tray Unit	40.00
or		
MX-FNX9	Inner Finisher	624.00
MX-PNX1B	3 Hole Punch Module	364.00
or		
MX-FN11	Stacking Finisher - 4,000 Sheets (requires MX-RB11)	1,404.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX6B	3 Hole Punch Module	364.00
or		
MX-FN10	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB11)	1,404.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX5B	3 Hole Punch Module	364.00
or		
MX-FN18	Saddle Stitch Finisher - 4,000 Sheets (requires MX-RB11)	3,040.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX6B	3 Hole Punch Module	364.00

Paper Tray Options

MX-51ABD	Deluxe Copier Cabinet	97.00
MX-DE15	Stand with (1) x 500 Sheet Paper Drawer	364.00
MX-DE16	Stand with (2) x 500 Sheet Paper Drawers	442.00
MX-LC11	Large Capacity Tray - 3,500 Sheets (requires MX-DE15 or MX-DE16)	650.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	88.00

Exit Tray

MX-TRX2	Right Side Exit Tray	74.00
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Security

MX-FR33U	Commercial Data Security Kit	319.00
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Print

MX-PF10	Bar Code Font Kit	296.00
MX-PUX1	XPS Expansion Kit (requires MX-SHP1GBCR3 Memory Upgrade)	281.00
MX-EB11	Enhanced Compression Kit	650.00
MX-EB12N	Mirroring Expansion Kit	416.00
MX-SHP1GBCR3	1GB Memory Upgrade	218.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	77.00

Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
MX-AMX2	OSA Application Communication Module	183.00
MX-AMX3	OSA External Accounting Module	99.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

MX-4110N Networked Digital Color Copier

Model Number	Description	Contract Pricing
Fax		
MX-FX11	Facsimile Expansion Kit with 8MB Memory	452.00
MX-FWX1	Internet Fax Kit	278.00
Miscellaneous		
AR-D5143NT	Digital 120 Volt, 20 Amps, 5 Outlets, Power Surge Protector	105.00
MX-KB11	Retractable Keyboard Kit	338.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-AMX2)	2,145.00

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX4110NSupplykit	Supply Kit - B/C/M/Y Toner & Developer	-	-	\$831.80
MX4110NTonerkit	Toner Kit - B/C/M/Y Toner	-	-	412.70
MX-51NTBA	Black Toner Cartridge	1 Cartridge	40,000	70.70
MX-51NTCA	Cyan Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NTMA	Magenta Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NTYA	Yellow Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NVBA	Black Developer	1 Package	150,000	22.90
MX-51NVSA	Color Developer (1 each color C/M/Y)	1 Package	100,000	396.20
MX-SCX1	Staple Cartridge (MX-FNX9 and MX-FN10)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC2	Staple Cartridge (MX-FN11 and MX-FN18)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC3	Staple Cartridge (MX-FN10 and MX-FN18)	3 Cartridges	2,000 / Ctg.	25.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		56.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-4110N - Low Volume Plan - color	\$480.00	\$576.00	24,000	0.0200
MX-4110N - Low Volume Plan - black	655.00	786.00	72,000	0.0091
MX-4110N - High Volume Plan - black	1,350.00	1,620.00	150,000	0.0090
MX-FNX9	84.00	96.00	-	-
MX-FN10	96.00	110.00	-	-
MX-FN11	96.00	110.00	-	-
MX-FN18	96.00	110.00	-	-
All additional MX-4110N accessories	Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-4110N - color	24,000	\$1,440.00	0.0600	\$1,728.00	0.0720
MX-4110N - black	72,000	828.00	0.0115	994.00	0.0138

National Joint Powers Alliance®
Contract # 100312-SEC

MX-4111N Networked Digital Color Copier

Model Number	Description	Contract Pricing
MX-4111N	41 PPM Networked B&W / Color Digital Copier with Retractable Keyboard, 10.1" High-Resolution Touch Screen Display with tilt, 1200 x 1200 dpi Print Resolution, Multitasking Controller, 160 GB Hard Drive with Document Filing System, PCL5c/PCL6/PS3 Network Print, Network Scanning, (1) Sharpdesk user license, 150-Sheet Duplexing Single-Pass Feeder, Auto Duplexing, 2 x 500 Sheet Paper Drawers and 100-Sheet Bypass Tray. (1,100 sheets total paper supply)*	\$6,344.00

Note: Machine ships with black and color developer. Toner must be purchased separately.

Options & Accessories

Output Options (Must Choose 1)

MX-TU13 or	Center Exit Tray Unit	40.00
MX-FNX9	Inner Finisher	624.00
MX-PNX1B or	3 Hole Punch Module	364.00
MX-FN11	Stacking Finisher - 4,000 Sheets (requires MX-RB11)	1,404.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX6B or	3 Hole Punch Module	364.00
MX-FN10	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB11)	1,404.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX5B or	3 Hole Punch Module	364.00
MX-FN18	Saddle Stitch Finisher - 4,000 Sheets (requires MX-RB11)	3,040.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX6B	3 Hole Punch Module	364.00

Paper Tray Options

MX-51ABD	Deluxe Copier Cabinet	97.00
MX-DE15	Stand with (1) x 500 Sheet Paper Drawer	364.00
MX-DE16	Stand with (2) x 500 Sheet Paper Drawers	442.00
MX-LC11	Large Capacity Tray - 3,500 Sheets (requires MX-DE15 or MX-DE16)	650.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	88.00

Exit Tray

MX-TRX2	Right Side Exit Tray	74.00
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Security

MX-FR33U	Commercial Data Security Kit	319.00
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Print

MX-PF10	Bar Code Font Kit	296.00
MX-PUX1	XPS Expansion Kit (requires MX-SHP1GBCR3 Memory Upgrade)	281.00
MX-EB11	Enhanced Compression Kit	650.00
MX-EB12N	Mirroring Expansion Kit	416.00
MX-SHP1GBCR3	1GB Memory Upgrade	218.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	77.00

Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
MX-AMX2	OSA Application Communication Module	183.00
MX-AMX3	OSA External Accounting Module	99.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

National Joint Powers Alliance®
 Contract # 100312-SEC

MX-4111N Networked Digital Color Copier

Model Number	Description	Contract Pricing
Fax		
MX-FX11	Facsimile Expansion Kit with 8MB Memory	452.00
MX-FWX1	Internet Fax Kit	278.00
Miscellaneous		
AR-D5143NT	Digital 120 Volt, 20 Amps, 5 Outlets, Power Surge Protector	105.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-AMX2)	2,145.00

MX-4111N Networked Digital Color Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX4110NSupplykit	Supply Kit - B/C/M/Y Toner & Developer	-	-	\$831.80
MX4110NTonerkit	Toner Kit - B/C/M/Y Toner	-	-	412.70
MX-51NTBA	Black Toner Cartridge	1 Cartridge	40,000	70.70
MX-51NTCA	Cyan Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NTMA	Magenta Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NTYA	Yellow Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NVBA	Black Developer	1 Package	150,000	22.90
MX-51NVSA	Color Developer (1 each color C/M/Y)	1 Package	100,000	396.20
MX-SCX1	Staple Cartridge (MX-FNX9 and MX-FN10)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC2	Staple Cartridge (MX-FN11 and MX-FN18)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC3	Staple Cartridge (MX-FN10 and MX-FN18)	3 Cartridges	2,000 / Ctg.	25.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		56.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-4111N - Low Volume Plan - color	\$480.00	\$576.00	24,000	0.0200
MX-4111N - Low Volume Plan - black	655.00	786.00	72,000	0.0091
MX-4111N - High Volume Plan - black	1,350.00	1,620.00	150,000	0.0090
MX-FNX9	84.00	96.00	-	-
MX-FN10	96.00	110.00	-	-
MX-FN11	96.00	110.00	-	-
MX-FN18	96.00	110.00	-	-
All additional MX-4111N accessories	Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-4111N - color	24,000	\$1,440.00	0.0600	\$1,728.00	0.0720
MX-4111N - black	72,000	628.00	0.0115	994.00	0.0138

**National Joint Powers Alliance®
Contract # 100312-SEC**

MX-5110N Networked Digital Color Copier

Model Number	Description	Contract Pricing
MX-5110N	51 PPM Networked B&W / Color Digital Copier, 10.1" High-Resolution Touch Screen Display with tilt, 1200 x 1200 dpi Print Resolution, Multitasking Controller, 160 GB Hard Drive with Document Filing System, PCL5c/PCL6/PS3 Network Print, Network Scanning, (1) Sharpdesk user license, 100-Sheet Reversing Single-Pass Feeder, Auto Duplexing, 2 x 500 Sheet Paper Drawers and 100-Sheet Bypass Tray. (1,100 sheets total paper supply)*	\$6,596.00

Note: Machine ships with black and color developer. Toner must be purchased separately.

Options & Accessories

Output Options (Must Choose 1)

MX-TU13	Center Exit Tray Unit	40.00
or		
MX-FNX9	Inner Finisher	624.00
MX-PNX1B	3 Hole Punch Module	364.00
or		
MX-FN11	Stacking Finisher - 4,000 Sheets (requires MX-RB11)	1,404.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX6B	3 Hole Punch Module	364.00
or		
MX-FN10	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB11)	1,404.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX5B	3 Hole Punch Module	364.00
or		
MX-FN18	Saddle Stitch Finisher - 4,000 Sheets (requires MX-RB11)	3,040.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX6B	3 Hole Punch Module	364.00

Paper Tray Options

MX-51ABD	Deluxe Copier Cabinet	97.00
MX-DE15	Stand with (1) x 500 Sheet Paper Drawer	364.00
MX-DE16	Stand with (2) x 500 Sheet Paper Drawers	442.00
MX-LC11	Large Capacity Tray - 3,500 Sheets (requires MX-DE15 or MX-DE16)	650.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	88.00

Exit Tray

MX-TRX2	Right Side Exit Tray	74.00
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Security

MX-FR33U	Commercial Data Security Kit	319.00
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Print

MX-PF10	Bar Code Font Kit	296.00
MX-PUX1	XPS Expansion Kit (requires MX-SHP1GBCR3 Memory Upgrade)	281.00
MX-EB11	Enhanced Compression Kit	650.00
MX-EB12N	Mirroring Expansion Kit	416.00
MX-SHP1GBCR3	1GB Memory Upgrade	218.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	77.00

Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
MX-AMX2	OSA Application Communication Module	183.00
MX-AMX3	OSA External Accounting Module	99.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

**National Joint Powers Alliance®
Contract # 100312-SEC**

MX-5110N Networked Digital Color Copier

Model Number	Description	Contract Pricing
Fax		
MX-FX11	Facsimile Expansion Kit with 8MB Memory	452.00
MX-FWX1	Internet Fax Kit	278.00
Miscellaneous		
AR-D5143NT	Digital 120 Volt, 20 Amps, 5 Outlets, Power Surge Protector	105.00
MX-KB11	Retractable Keyboard Kit	338.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-AMX2)	2,145.00

MX-5110N Networked Digital Color Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX4110NSupplykit	Supply Kit - B/C/M/Y Toner & Developer	-	-	\$831.80
MX4110NTonerkit	Toner Kit - B/C/M/Y Toner	-	-	412.70
MX-51NTBA	Black Toner Cartridge	1 Cartridge	40,000	70.70
MX-51NTCA	Cyan Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NTMA	Magenta Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NTYA	Yellow Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NVBA	Black Developer	1 Package	150,000	22.90
MX-51NVSA	Color Developer (1 each color C/M/Y)	1 Package	100,000	396.20
MX-SCX1	Staple Cartridge (MX-FNX9 and MX-FN10)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC2	Staple Cartridge (MX-FN11 and MX-FN18)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC3	Staple Cartridge (MX-FN10 and MX-FN18)	3 Cartridges	2,000 / Ctg.	25.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		56.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-5110N - Low Volume Plan - color	\$480.00	\$576.00	24,000	0.0200
MX-5110N - Low Volume Plan - black	655.00	786.00	72,000	0.0091
MX-5110N - High Volume Plan - black	1,350.00	1,620.00	150,000	0.0090
MX-FNX9	84.00	96.00	-	-
MX-FN10	96.00	110.00	-	-
MX-FN11	96.00	110.00	-	-
MX-FN18	96.00	110.00	-	-
All additional MX-5110N accessories	Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-5110N - color	24,000	\$1,440.00	0.0600	\$1,728.00	0.0720
MX-5110N - black	72,000	828.00	0.0115	994.00	0.0138

National Joint Powers Alliance®
Contract # 100312-SEC

MX-5111N Networked Digital Color Copier

Model Number	Description	Contract Pricing
MX-5111N	51 PPM Networked B&W / Color Digital Copier with Retractable Keyboard, 10.1" High-Resolution Touch Screen Display with tilt, 1200 x 1200 dpi Print Resolution, Multitasking Controller, 160 GB Hard Drive with Document Filing System, PCL5c/PCL6/PS3 Network Print, Network Scanning, (1) Sharpdesk user license, 150-Sheet Duplexing Single-Pass Feeder, Auto Duplexing, MX-AMX2 OSA Application Communication Module, 2 x 500 Sheet Paper Drawers and 100-Sheet Bypass Tray. (1,100 sheets total paper supply)*	\$7,092.00

Note: Machine ships with black and color developer. Toner must be purchased separately.

Options & Accessories

Output Options (Must Choose 1)

MX-TU13	Center Exit Tray Unit	40.00
or		
MX-FNX9	Inner Finisher	624.00
MX-PNX1B	3 Hole Punch Module	364.00
or		
MX-FN11	Stacking Finisher - 4,000 Sheets (requires MX-RB11)	1,404.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX6B	3 Hole Punch Module	364.00
or		
MX-FN10	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RB11)	1,404.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX5B	3 Hole Punch Module	364.00
or		
MX-FN18	Saddle Stitch Finisher - 4,000 Sheets (requires MX-RB11)	3,040.00
MX-RB11	Paper Pass Unit	203.00
MX-PNX6B	3 Hole Punch Module	364.00

Paper Tray Options

MX-51ABD	Deluxe Copier Cabinet	97.00
MX-DE15	Stand with (1) x 500 Sheet Paper Drawer	364.00
MX-DE16	Stand with (2) x 500 Sheet Paper Drawers	442.00
MX-LC11	Large Capacity Tray - 3,500 Sheets (requires MX-DE15 or MX-DE16)	650.00
MX-LT10	Long Paper Feeding Tray (for use with banner paper)	88.00

Exit Tray

MX-TRX2	Right Side Exit Tray	74.00
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Security

MX-FR33U	Commercial Data Security Kit	319.00
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Print

MX-PF10	Bar Code Font Kit	296.00
MX-PUX1	XPS Expansion Kit (requires MX-SHP1GBCR3 Memory Upgrade)	281.00
MX-EB11	Enhanced Compression Kit	650.00
MX-EB12N	Mirroring Expansion Kit	416.00
MX-SHP1GBCR3	1GB Memory Upgrade	218.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	77.00

Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
MX-AMX3	OSA External Accounting Module	99.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

National Joint Powers Alliance®

Contract # 100312-SEC

MX-5111N Networked Digital Color Copier

Model Number	Description	Contract Pricing
Fax		
MX-FX11	Facsimile Expansion Kit with 8MB Memory	452.00
MX-FWX1	Internet Fax Kit	278.00
Miscellaneous		
AR-D5143NT	Digital 120 Volt, 20 Amps, 5 Outlets, Power Surge Protector	105.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-AMX2)	2,145.00

MX-5111N Networked Digital Color Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX4110NSupplykit	Supply Kit - B/C/M/Y Toner & Developer	-	-	\$831.80
MX4110NTonerkit	Toner Kit - B/C/M/Y Toner	-	-	412.70
MX-51NTBA	Black Toner Cartridge	1 Cartridge	40,000	70.70
MX-51NTCA	Cyan Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NTMA	Magenta Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NTYA	Yellow Toner Cartridge	1 Cartridge	18,000	114.00
MX-51NVBA	Black Developer	1 Package	150,000	22.90
MX-51NVSA	Color Developer (1 each color C/M/Y)	1 Package	100,000	396.20
MX-SCX1	Staple Cartridge (MX-FNX9 and MX-FN10)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC2	Staple Cartridge (MX-FN11 and MX-FN18)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC3	Staple Cartridge (MX-FN10 and MX-FN18)	3 Cartridges	2,000 / Ctg.	25.00
AR-SV1	Stamp Cartridge (requires AR-SU1)	2 Cartridges		56.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-5111N - Low Volume Plan - color	\$480.00	\$576.00	24,000	0.0200
MX-5111N - Low Volume Plan - black	655.00	786.00	72,000	0.0091
MX-5111N - High Volume Plan - black	1,350.00	1,620.00	150,000	0.0090
MX-FNX9	84.00	96.00	-	-
MX-FN10	96.00	110.00	-	-
MX-FN11	96.00	110.00	-	-
MX-FN18	96.00	110.00	-	-
All additional MX-5111N accessories	Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1</u>	<u>Excess Copy Charge</u>	<u>Zone 2</u>	<u>Excess Copy Charge</u>
		<u>0 - 25 Miles</u>		<u>26 - 50 Miles</u>	
MX-5111N - color	24,000	\$1,440.00	0.0600	\$1,728.00	0.0720
MX-5111N - black	72,000	828.00	0.0115	994.00	0.0138

National Joint Powers Alliance®

Contract # 100312-SEC

MX-6240N / MX-7040N Networked Digital Color Copier

Model Number	Description	Contract Pricing
MX-6240N	62 PPM Networked B&W / Color Digital Copier with 150-sheet Duplexing Single Pass Feeder, 3,000 Sheet Paper Capacity (tandem sheet drawer - 2,000-sheet capacity / two 500-sheet trays), 1-TB hard disk drive with document filing system, PCL6/Adobe® Postscript® 3™ Network Printing, Color Network Scanning, Web Browser, Retractable Keyboard and MX-AMX2 Application Communication Module (3,000 sheets total paper supply)*	\$11,108.00
MX-7040N	70 PPM Networked B&W / Color Digital Copier with 150-sheet Duplexing Single Pass Feeder, 3,000 Sheet Paper Capacity (tandem sheet drawer - 2,000-sheet capacity / two 500-sheet trays), 1-TB hard disk drive with document filing system, PCL6/Adobe® Postscript® 3™ Network Printing, Color Network Scanning, Web Browser, Retractable Keyboard and MX-AMX2 Application Communication Module (3,000 sheets total paper supply)*	\$12,844.00

Options & Accessories**Tray Options**

MX-MF10	100 Sheet Multi-Bypass Tray	520.00
OR		
MX-LCX3N	3,000 Sheet Large Capacity Cassette (letter / letter-R / legal / ledger) - requires MX-MF10	1,378.00
MX-MF10	100 Sheet Multi-Bypass Tray	520.00
OR		
MX-LC12	3,500 Sheet Large Capacity Tray (letter) - requires MX-MF10	723.00
MX-MF10	100 Sheet Multi-Bypass Tray	520.00
OR		
MX-LC13	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / letter-R / legal / ledger) - requires MX-RB14	2,834.00
MX-RB14	Paper Pass Unit	484.00
MX-MF11	500 Sheet Multi-Bypass Tray (requires MX-LC13)	770.00
OR		
MX-LT10	Long Paper Feeding Tray (for use with banner paper) - requires MX-MF10	88.00
MX-MF10	100 Sheet Multi-Bypass Tray	520.00

Exit Tray

MX-TR14	Right Side Exit Tray - requires MX-MF10	80.00
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Finishing Options (Must Choose 1)

MX-TU14	Center Exit Tray (required if no finishing option included)	59.00
OR		
MX-FN19	50 Sheet Staple Finisher (4,000 sheet output capacity) - requires MX-RB12	1,446.00
MX-RB12	Paper Pass Unit	250.00
MX-PN12B	Punch Unit (optional, not required)	390.00
OR		
MX-FN20	50 Sheet Staple / Saddle Stitch Finisher (4,000 sheet output capacity) - requires MX-RB12	2,142.00
MX-RB12	Paper Pass Unit	250.00
MX-PN12B	Punch Unit (optional, not required)	390.00
OR		
MX-FN21	100 Sheet Staple Finisher (4,000 sheet output capacity) - requires MX-RB12 and MX-RB15	3,234.00
MX-RB12	Paper Pass Unit	250.00
MX-RB15	Curl Correction Unit	484.00
<i>optional accessories for MX-FN21 configuration</i>		
MX-PN13B	Punch Unit	441.00
MX-CF11	2 Tray Post Process Page Inserter - requires MX-FD10 or MX-RB13	1,685.00
MX-RB13	Relay Unit - requires MX-FN21 or MX-FN22, cannot be used with MX-FD10	484.00
MX-FD10	Multi Folding Unit - requires MX-FN21 or MX-FN22, cannot be used with MX-RB13	6,734.00
OR		

*Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

National Joint Powers Alliance®

Model Number	Description	Contract Pricing
Finishing Options (Continued)		
MX-FN22	100 Sheet Staple / Saddle Stitch Finisher (4,000 sheet output capacity) - requires MX-RB12 and MX-RB15	4,566.00
MX-RB12	Paper Pass Unit	250.00
MX-RB15	Curl Correction Unit	484.00
<i>optional accessories for MX-FN22 configuration</i>		
MX-PN13B	Punch Unit	441.00
MX-CF11	2 Tray Post Process Page Inserter - requires MX-FD10 or MX-RB13	1,685.00
MX-RB13	Relay Unit - requires MX-FN21 or MX-FN22, cannot be used with MX-FD10	484.00
MX-FD10	Multi Folding Unit - requires MX-FN21 or MX-FN22, cannot be used with MX-RB13	6,734.00
MX-TM10	Trimming Unit	2,881.00
Security Options		
MX-FR36U	Commercial Data Security Kit	380.00
MX-EB15	HDD Mirroring Expansion Kit	759.00
Print		
MX-PUX1	XPS Expansion Kit	281.00
MX-PF10	Bar Code Font Kit	296.00
MX-EB11	Enhanced Compression Kit (for Scanning)	650.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	77.00
Sharp OSA™		
MX-AMX1	Sharp OSA Application Integration Module	183.00
MX-AMX3	Sharp OSA External Accounting Module	99.00
Fax		
MX-FWX1	Internet Fax Expansion Kit	278.00
MX-FX11	Fax Expansion Kit	452.00
Miscellaneous		
AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-E524ZNT	Digital 208/240 Volt, 20 Amps Power Surge Protector	151.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-AMX2)	2,145.00

MX-6240N / MX-7040N Networked Digital Color Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MX6240SupplyKit	Supply Kit - B/C/M/Y Toner & Developer (2 Black Toner)	-	-	\$1,804.70
MX6240TonerKit	Toner Kit - B/C/M/Y Toner (2 Black Toner)	-	-	\$916.90
MX-62NTBA	Black Toner Cartridge ¹	1 Cartridge	65,000	\$95.90
MX-62NTCA	Cyan Toner Cartridge	1 Cartridge	40,000	\$241.70
MX-62NTMA	Magenta Toner Cartridge	1 Cartridge	40,000	\$241.70
MX-62NTYA	Yellow Toner Cartridge	1 Cartridge	40,000	\$241.70
MX-62NVBA	Black Developer	1 Package	600,000	\$33.80
MX-62NVSA	Color Developer (1 each color C/M/Y)	1 Package	400,000	\$854.00
AR-SC2	Staple Cartridge (MX-FN19 and MX-FN20)	3 Cartridges	5,000 / Ctg.	64.00
AR-SC3	Staple Cartridge (MX-FN20)	3 Cartridges	2,000 / Ctg.	25.00
MX-SCX1	Staple Cartridge (MX-FN22)	3 Cartridges	5,000 / Ctg.	64.00
MX-SCX2	Staple Cartridge (MX-FN21 and MX-FN22)	3 Cartridges	5,000 / Ctg.	64.00
AR-SV1	Stamp Cartridge (AR-SU1)	2 Cartridges		56.00

¹ Recommended ordering in multiples of 2

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-6240N / MX-7040N - Low Volume Plan - cc	LV	\$1,080.00	\$1,296.00	60,000	0.0180
MX-6240N / MX-7040N - Low Volume Plan - bl	LV	1,440.00	1,728.00	240,000	0.0060
MX-6240N / MX-7040N - High Volume Plan - b	HV	2,310.00	2,772.00	420,000	0.0055
All MX-6240N / MX-7040N Accessories		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-6240N / MX-7040N - color	60,000	\$3,300.00	0.0550	\$3,960.00	0.0660
MX-6240N / MX-7040N - black	240,000	\$1,920.00	0.0080	\$2,304.00	0.0096

SHARP®

Black and White Copiers

MX-M232D Digital Copier

National Joint Powers Alliance®
Contract #100312-SEC

Model Number	Description	Contract Pricing
MX-M232D	23 PPM Upgradeable Compact Digital Duplex Copier with Electronic Sorting, JBIG Printing Upgrade, 128 MB memory, USB-2.0 port, (2) x 250 Sheet Paper Drawers, 100 Sheet Bypass Tray (600 sheets total paper supply)	\$1,508.00

Options & Accessories

Cabinets

AR-55ABDH	Deluxe High Copier Cabinet with door (for use with AR-D36)	90.00
AR-55ABDL	Deluxe Low Copier Cabinet with door (for use with AR-D37)	84.00
AR-D36	(1) x 250 Sheet Paper Drawer	234.00
AR-D37	(2) x 250 Sheet Paper Drawers	416.00

Print

MX-PK10	Post Script® 3™ Kit (requires MX-NB12)	172.00
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Scan

MX-NB12	PCL6 Network Expansion Kit *	312.00
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Fax

MX-FX13	Fax Expansion Kit (requires MX-NB12 or MX-XB17)	312.00
MX-XB17	Fax Mounting Kit (for use with MX-FX13 when MX-NB12 is not installed)	43.00

Exit Tray

MX-TR10	Job Separator Tray (required when faxing, scanning or printing)	42.00
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Miscellaneous

AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-EB14	128 MB Memory Expansion Board	56.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM232DSupplyKit	Start-up Supply Kit - 1 Toner and 1 Developer	-	-	\$97.10
MX-235NT	Black Toner - Ctg.	1 Ctg.	16,000	73.40
MX-235NV	Black Developer - Pkg.	1 Pkg.	50,000	23.70

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-M232D	LV	\$240.00	\$264.00	24,000	0.0100
	HV	540.00	627.00	60,000	0.0095
AR-55ABDH / AR-55ABDL		Included	Included	-	-
AR-D36 / AR-D37 / MX-PK10 / MX-NB12		Included	Included	-	-
MX-PK10 / MX-FX13		Included	Included	-	-
MX-EB14 / MX-XB17 / AR-D5133NT / MX-PCS-15D		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-M232D	24,000	\$396.00	0.0165	\$456.00	0.0190

MX-B201D Digital Copier

National Joint Powers Alliance®

Contract #100312-SEC

Model Number	Description	Contract Pricing
MX-B201D	20 PPM Upgradeable Compact Digital Duplex Copier with 64 MB memory, Electronic Sorting, Offset Stacking, 50 Sheet Reversing Single Pass Feeder, 250 Sheet Paper Drawer and 50 Sheet Bypass Tray (300 sheets total paper supply)	\$910.00

Options & Accessories**Cabinets**

MX-201ABD	Deluxe Copier Cabinet with door	93.00
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Feeder

MX-CS10	(1) x 250 Sheet Paper Drawer	111.00
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Print

MX-PK10	PostScript®3 Compatible Expansion Kit (requires MX-NB11)	172.00
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Scan

MX-NB11	PCL6 Network Printing/Network Scanning Expansion Kit*	312.00
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Fax

MX-FX12	Super G3 Fax Kit (requires MX-NB11)	276.00
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Miscellaneous

AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

MX-B201D Digital Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXB201DSUPPLYKIT	Start-up Supply Kit - 1 Toner and 1 Developer	-	-	\$64.20
MX-B20NT1	Black Toner	1 Ctg.	8,000	48.50
MX-B20NV1	Black Developer	1 Pkg.	25,000	15.70

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all Parts, Photoconductors, Labor and all consumable items except Toner, Developer, and Paper.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-B201D	LV	\$96.00	\$108.00	6,000	0.016
	MV	144.00	158.00	12,000	0.012
	HV	198.00	218.00	18,000	0.011
MX-201ABD / MX-CS10		Included	Included	-	-
MX-PK10 / MX-NB11 / MX-FX12		Included	Included	-	-
MX-USX1 / MX-USX5 / MX-US10 / MX-US50 / MX-USA0		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all Parts, Photoconductors, Labor and all consumable items except Paper.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-B201D	18,000	\$504.00	0.0280	\$579.60	0.0322

MX-M264N / MX-M314N / MX-M354N Networked Digital Copier

National Joint Powers Alliance®

Contract #100312-SEC

Model Number	Description	Contract Pricing
MX-M264N	26 PPM Networked Digital Duplex Copier with Multi-Tasking Controller, High-Resolution Touch Screen Display, PCL®6 Network Printing/Scanning, 2 x 500 Sheet Paper Drawers, 100 Sheet Bypass Tray and 100 Sheet Reverse Single Pass Feeder (1,100 sheets total paper supply)*	\$2,429.00
MX-M314N	31 PPM Networked Digital Duplex Copier with Multi-Tasking Controller, High-Resolution Touch Screen Display, PCL®6 Network Printing/Scanning, 2 x 500 Sheet Paper Drawers, 100 Sheet Bypass Tray and 100 Sheet Reverse Single Pass Feeder (1,100 sheets total paper supply)*	\$2,578.00
MX-M354N	35 PPM Networked Digital Duplex Copier with Multi-Tasking Controller, High-Resolution Touch Screen Display, PCL®6 Network Printing/Scanning, 2 x 500 Sheet Paper Drawers, 100 Sheet Bypass Tray and 100 Sheet Reverse Single Pass Feeder (1,100 sheets total paper supply)*	\$2,728.00

Options & Accessories
Cabinet Options

MX-DS16	Low Stand for use with MX-DE17 or MX-DE18	95.00
MX-DS17	High Stand for use with base unit	120.00

Paper Options

MX-DE17	(1) x 500 Sheet Paper Drawer - requires MX-DS16	283.00
MX-DE18	(2) x 500 Sheet Paper Drawers - requires MX-DS16	382.00

Output Options

MX-TE10	Exit Tray Unit (requires MX-FN23)	74.00
MX-FN23	Inner Finisher	603.00
OR		
MX-TR11	Job Separator Tray	25.00

Security

MX-FR37U	Commercial Data Security Kit (requires MX-HD12)	233.00
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Print

MX-PK11	Postscript Level 3 Expansion Kit	213.00
MX-PF10	Bar Code Font Kit	296.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	77.00

Sharp OSA™

MX-AMX1	OSA Application Integration Module (requires MX-HD12)	183.00
MX-AMX2	OSA Application Communication Module (requires MX-HD12)	183.00
MX-AMX3	OSA External Accounting Module (requires MX-HD12)	99.00

Fax

MX-FX11	33.6 Kbps Super G3 Fax Expansion Kit	452.00
MX-FWX1	Internet Fax Kit (requires MX-HD12)	278.00

Miscellaneous

AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-KB14N	Retractable Keyboard Kit (full-size)	338.00
MX-HD12	Hard Disk Drive Expansion Kit (when installed, data can be overwritten up to seven times)	187.00
MX-USX1	(1) Additional Sharpdesk License for MX-NSX1	153.00
MX-USX5	(5) Additional Sharpdesk Licenses for MX-NSX1	327.00
MX-US10	(10) Additional Sharpdesk Licenses for MX-NSX1	491.00
MX-US50	(50) Additional Sharpdesk Licenses for MX-NSX1	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses for MX-NSX1	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit	2,145.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is

MX-M264N / MX-M314N / MX-M354N Networked Digital Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM260SupplyKit	Start-up Supply Kit - 1 Toner and 1 Developer	-	-	\$123.80
MX-312NT	Black Toner - Cartridge	1 Ctg.	25,000	101.50
MX-312NV	Black Developer - Cartridge (MX-M264N)	1 Ctg.	75,000	22.30
MX-312NV	Black Developer - Cartridge (MX-M314N / MX-M354N)	1 Ctg.	100,000	22.30
Staples				
MX-SCX1	Staples - Carton (for MX-FN23 Finisher)	3 Cartridges	5,000 / Ctg.	64.00
AR-SV1	SU1)	2 Cartridges		56.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-M264N / MX-M314N / MX-M354N	LV	\$456.00	\$540.00	48,000	0.0095
	HV	810.00	972.00	90,000	0.0090
MX-DS16 / MX-DS17 / MX-DE17 / MX-DE18		Included	Included	-	-
MX-TE10 / MX-FN23 / MX-TR11 / MX-FR37U / MX-PK11		Included	Included	-	-
MX-PF10 / MX-AMX1 / MX-AMX2 / MX-AMX3 / MX-FX11		Included	Included	-	-
MX-FWX1 / MX-KB14 / MX-HD12 / AR-D5133NT / MX-PCS-15D		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-M264N / MX-M314N / MX-M354N	48,000	\$576.00	0.0120	\$662.40	0.0138

MX-M283N / MX-M363N / MX-M453N / MX-M503N

Networked Digital Copier

National Joint Powers Alliance®
Contract #100312-SEC

Model Number	Description	Contract Pricing
MX-M283N	28 PPM Networked Digital Copier with (2) x 500 Sheet Paper Drawers, 100 Sheet Reversing Single Pass Feeder, PCL6/PCL5e Network Printing, Network Color Scanning, (1) Sharpdesk user license, 80GB Hard Disk Drive, MX-AMX2 Application Communication Module and 100-Sheet Bypass Tray (1,100 sheets total paper supply)*	\$3,620.00
MX-M363N	36 PPM Networked Digital Copier with (2) x 500 Sheet Paper Drawers, 100 Sheet Duplexing Single Pass Feeder, PCL6/PCL5e Network Printing, Network Color Scanning, (1) Sharpdesk user license, 80GB Hard Disk Drive, MX-AMX2 Application Communication Module and 100-Sheet Bypass Tray (1,100 sheets total paper supply)*	\$4,116.00
MX-M453N	45 PPM Networked Digital Copier with (2) x 500 Sheet Paper Drawers, 100 Sheet Duplexing Single Pass Feeder, PCL6/PCL5e Network Printing, Network Color Scanning, (1) Sharpdesk user license, 80GB Hard Disk Drive, MX-AMX2 Application Communication Module and 100-Sheet Bypass Tray (1,100 sheets total paper supply)*	\$4,661.00
MX-M503N	50 PPM Networked Digital Copier with (2) x 500 Sheet Paper Drawers, 100 Sheet Duplexing Single Pass Feeder, PCL6/PCL5e Network Printing, Network Color Scanning, (1) Sharpdesk user license, 80GB Hard Disk Drive, MX-AMX2 Application Communication Module and 100-Sheet Bypass Tray (1,100 sheets total paper supply)*	\$5,306.00

Options & Accessories

Finishing Options

MX-FNX9	Inner Finisher	624.00
MX-PNX1B	3 Hole Punch Module	364.00
OR		
MX-FN10	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RBX3)	1,404.00
MX-RBX3	Paper Pass Unit	203.00
MX-PNX5B	3 Hole Punch Module	364.00
OR		
MX-FN11	Stacking Finisher - 4,000 Sheets (requires MX-RBX3)	1,404.00
MX-RBX3	Paper Pass Unit	203.00
MX-PNX6B	3 Hole Punch Module	364.00

Tray Options

MX-50ABD	Deluxe Copier Cabinet	97.00
MX-DEX8	(1) x 500 Sheet Paper Drawer	364.00
MX-DEX9	(2) x 500 Sheet Paper Drawers	442.00
MX-LCX1	Large Capacity Tray -3,500 Sheets (requires MX-DEX8, MX-DEX9 or MX-50ABD)	650.00

Exit Tray

MX-TRX2	Right Side Exit Tray	74.00
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Security

MX-FR23U	Commercial Data Security Kit	242.00
MX-FR14	Data Security Kit (Common Criteria Certified)	

Print

MX-PKX1	PS3 Expansion Kit	213.00
MX-PUX1	XPS Expansion Kit (requires MX-SH1GBXPS)	281.00
AR-PF1	Bar Code Font Kit	296.00
MX-SHP1GBXPS	1GB Memory Upgrade	218.00

Scan

MX-EBX3	Enhanced Scanner Compression Kit	650.00
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Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
MX-AMX3	OSA External Accounting Module	99.00

MX-M283N / MX-M363N / MX-M453N / MX-M503N**Networked Digital Copier**
 National Joint Powers Alliance®
 Contract #100312-SEC

Model Number	Description	Contract Pricing
Fax		
MX-FWX1	Internet Fax Kit	278.00
MX-FXX2	Facsimile Expansion Kit	452.00
Miscellaneous		
AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit	2,145.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM503Nsupplykit	Start-up Supply Kit - 1 Toner and 1 Developer	-	-	\$157.20
MX-500NT	Black Toner	1 Ctg.	40,000	93.00
MX-500NV	Black Developer	1 Ctg.	200,000	64.20
Staples				
MX-SCX1	FN10)	3 Ctgs.	5,000 / ctg.	64.00
AR-SC2	Staple Cartridge (MX-FN11)	3 Ctgs.	5,000 / ctg.	64.00
AR-SC3	Staple Cartridge (MX-FN10)	3 Ctgs.	2,000 / ctg.	25.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-M283N	LV	\$336.00	\$408.00	48,000	0.0070
	MV	603.00	732.00	90,000	0.0067
MX-M363N / MX-M453N / MX-M503N	LV	390.00	468.00	60,000	0.0065
	MV	930.00	1,116.00	150,000	0.0062
	HV	1,440.00	1,728.00	240,000	0.0060
MX-FN10 / MX-FN11		96.00	110.00	-	-
MX-FNX9		84.00	96.00	-	-
MX-PNX1B / MX-RBX3 / MX-PNX5B / MX-PNX6B		Included	Included	-	-
MX-DEX8 / MX-DEX9 / MX-LCX1 / MX-TRX2 / MX-FR23U		Included	Included	-	-
MX-PKX1 / MX-PUX1 / AR-PF1 / MX-EBX3 / MX-FWX1		Included	Included	-	-
MX-FXX2 / AR-D5133NT / MX-PCS-15D / MX-AMX1 / MX-AMX3		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-M283N	48,000	\$456.00	0.0095	\$552.00	0.0115
MX-M363N / MX-M453N / MX-M503N	60,000	\$540.00	0.0090	\$648.00	0.0108

MX-M363U / MX-M453U / MX-M503U

Digital Copier

**National Joint Powers Alliance®
Contract #100312-SEC**

Model Number	Description	Contract Pricing
MX-M363U	36 PPM Digital Copier with 8.1" touch-screen monochrome LCD, (2) x 500 Sheet Paper Drawers, 100 Sheet Reversing Single Pass Feeder, 10/100/1000 BaseT Network Interface, Auto Duplex and 100-Sheet Bypass Tray (1,100 sheets total paper supply)	\$3,120.00
MX-M453U	45 PPM Digital Copier with 8.1" touch-screen monochrome LCD, (2) x 500 Sheet Paper Drawers, 100 Sheet Reversing Single Pass Feeder, 10/100/1000 BaseT Network Interface, Auto Duplex and 100-Sheet Bypass Tray (1,100 sheets total paper supply)	\$3,484.00
MX-M503U	50 PPM Digital Copier with 8.1" touch-screen monochrome LCD, (2) x 500 Sheet Paper Drawers, 100 Sheet Reversing Single Pass Feeder, 10/100/1000 BaseT Network Interface, Auto Duplex and 100-Sheet Bypass Tray (1,100 sheets total paper supply)	\$4,056.00

Options & Accessories

Finishing Options

MX-FNX9	Inner Finisher	624.00
MX-PNX1B	3 Hole Punch Module	364.00
OR		
MX-FN10	Saddle Stitch Finisher - 1,000 Sheets (requires MX-RBX3)	1,404.00
MX-RBX3	Paper Pass Unit	203.00
MX-PNX5B	3 Hole Punch Module	364.00
OR		
MX-FN11	Stacking Finisher - 4,000 Sheets (requires MX-RBX3)	1,404.00
MX-RBX3	Paper Pass Unit	203.00
MX-PNX6B	3 Hole Punch Module	364.00

Tray Options

MX-50ABD	Deluxe Copier Cabinet	97.00
MX-DEX8	Stand with (1) x 500 Sheet Paper Drawer	364.00
MX-DEX9	Stand with (2) x 500 Sheet Paper Drawers	442.00
MX-LCX1	Large Capacity Tray -3,500 Sheets (requires MX-DEX8, MX-DEX9 or MX-50ABD)	650.00

Exit Tray

MX-TRX2	Right Side Exit Tray	74.00
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Security

MX-FR23U	Commercial Data Security Kit - for use with Hard Drive	242.00
MX-FR14	Data Security Kit (Common Criteria Certified) - for use with Hard Drive	
MX-FR15U	Commercial Data Security Kit - for use without Hard Drive	242.00
MX-FR15	Data Security Kit (Common Criteria Certified) - for use without Hard Drive	

Print

MX-PB10	Printer Expansion Kit	338.00
MX-PB11	Printer Expansion Kit with Hard Drive	546.00
MX-PKX1	PS3 Expansion Kit	213.00
MX-PUX1	XPS Expansion Kit (requires MX-SH1GBXPS)	281.00
AR-PF1	Bar Code Font Kit	296.00
MX-SHP1GBXPS	1GB Memory Upgrade	218.00

Scan

MX-NSX1	Network Scanner Expansion Kit (10 user license of Sharpdesk included)*	317.00
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Sharp OSA™

MX-AMX1	OSA Application Integration Module (requires MX-PB11 and MX-NSX1)	183.00
MX-AMX2	OSA Application Communication Module (requires MX-PB11 and MX-NSX1)	183.00
MX-AMX3	OSA External Accounting Module (requires MX-PB11)	99.00

National Joint Powers Alliance®
Contract #100312-SEC

Model Number	Description	Contract Pricing
Fax		
MX-FWX1	Internet Fax Kit (requires MX-PB11)	278.00
MX-FXX2	Facsimile Expansion Kit	452.00
Miscellaneous		
AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-PB11 and MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-PB11 and MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-PB11 and MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-PB11 and MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-PB11 and MX-AMX2)	2,145.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM503Nsupplykit	Start-up Supply Kit - 1 Toner and 1 Developer	-	-	\$157.20
MX-500NT	Black Toner	1 Ctg.	40,000	93.00
MX-500NV	Black Developer	1 Ctg.	200,000	64.20
Staples				
MX-SCX1	FN10)	3 Ctgs.	5,000 / ctg.	64.00
AR-SC2	Staple Cartridge (MX-FN11)	3 Ctgs.	5,000 / ctg.	64.00
AR-SC3	Staple Cartridge (MX-FN10)	3 Ctgs.	2,000 / ctg.	25.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-M363U / MX-M453U / MX-M503U	LV	390.00	468.00	60,000	0.0065
	MV	930.00	1,116.00	150,000	0.0062
	HV	1,440.00	1,728.00	240,000	0.0060
MX-FN10 / MX-FN11		96.00	110.00	-	-
MX-FNX9		84.00	96.00	-	-
MX-PNX1B / MX-RBX3 / MX-PNX5B / MX-PNX6B / MX-NSX1		Included	Included	-	-
MX-DEX8 / MX-DEX9 / MX-LCX1 / MX-TRX2 / MX-PB10 / MX-PB11		Included	Included	-	-
MX-FR23U / MX-FR15U / MX-PKX1 / MX-PUX1 / AR-PF1 / MX-FWX1		Included	Included	-	-
MX-FXX2 / AR-D5133NT / MX-PCS-15D / MX-AMX1 / MX-AMX2 / MX-AMX3		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-M363U / MX-M453U / MX-M503U	60,000	\$540.00	0.0090	\$648.00	0.0108

MX-M623N Networked Digital Copier

National Joint Powers Alliance®
Contract #100312-SEC

Model Number	Description	Contract Pricing
MX-M623N	62 PPM Networked B&W High Speed Copier with 2,000 Sheet Tandem Paper Drawer (letter), (2) x 500 Sheet Paper Drawers, 150 Sheet Duplexing Single Pass Feeder, PCL6/PCL5e Network Printing, Network Color Scanning, (1) Sharpdesk user license, 80GB Hard Disk Drive, MX-AMX2 Application Communication Module, MX-AMX3 OSA External Accounting Module and 100-Sheet Bypass Tray (3,100 sheets total paper supply)*	\$7,904.00
Options & Accessories		
Finishing Options		
MX-FN15	Stapler Finisher	1,745.00
MX-FN16	Multi Position / Saddle Stitch Finisher	2,619.00
AR-PN4B	3 Hole Punch Module for MX-FN15/FN16	367.00
MX-FN14	100 Sheet Stapler Finisher	3,337.00
MX-PN10B	3 Hole Punch Module for MX-FN14	634.00
MX-CF10	Post-sheet Inserter Finisher	1,230.00
Tray Options		
MX-LCX3N	3,000 Sheet Large Capacity Paper Tray (letter / legal / ledger)	1,378.00
MX-LC10	3,500 Sheet Large Capacity Paper Tray (letter)	654.00
Security		
MX-FR22U	Commercial Data Security Kit	242.00
MX-FR22	Data Security Kit (Common Criteria Certified)	
Print		
MX-PKX1	PS3 Expansion Kit	213.00
MX-PUX1	XPS Expansion Kit (requires MX-SH1GBXPS)	281.00
AR-PF1	Bar Code Font Kit	296.00
MX-SHP1GBXPS	1GB Memory Upgrade	218.00
Scan		
MX-EBX3	Enhanced Scanner Compression Kit	650.00
Sharp OSA™		
MX-AMX1	OSA Application Integration Module	183.00
Fax		
MX-FWX1	Internet Fax Kit	278.00
MX-FXX2	Facsimile Expansion Kit	452.00
Miscellaneous		
AR-D5143NT	Digital 120 Volt, 20 Amps, 5 Outlets, Power Surge Protector	105.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit	2,145.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM753Nsupplykit	Start-up Supply Kit - 1 Toner and 1 Developer	-	-	\$182.20
MX-753NT	Black Toner	1 Ctg.	83,000	106.00
MX-753NV	Black Developer	1 Ctg.	250,000	76.20
Staples				
MX-SC10	Staple Cartridge (MX-FN14)	3 Ctgs.	5,000 / ctg.	91.70
SF-SC11	Staple Cartridge (MX-FN15 & MX-FN16)	3 Ctgs.	5,000 / ctg.	41.00
AR-SC3	Staple Cartridge (MX-FN16)	3 Ctgs.	2,000 / ctg.	25.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-M623N	LV	\$954.00	\$1,145.00	180,000	0.0053
	MV	1,800.00	2,160.00	360,000	0.0050
	HV	2,592.00	3,110.00	540,000	0.0048
MX-FN15 / MX-FN16 / MX-FN14		Included	Included	-	-
AR-PN4B / MX-PN10B / MX-CF10		Included	Included	-	-
MX-LCX3N / MX-LC10 / MX-FR22U / MX-EC50		Included	Included	-	-
MX-PKX1 / MX-PUX1 / AR-PF1 / MX-SHP1GBXPS		Included	Included	-	-
MX-EBX3 / MX-AMX1 / MX-FWX1 / MX-FXX2 / AR-D5143NT		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-M623N	180,000	\$1,206.00	0.0067	\$1,440.00	0.0080

**National Joint Powers Alliance®
Contract #100312-SEC**

Model Number	Description	Contract Pricing
MX-M623U	62 PPM B&W High Speed Copier with 2,000 Sheet Tandem Paper Drawer (letter), (2) x 500 Sheet Paper Drawers, 150 Sheet Duplexing Single Pass Feeder, 80GB Hard Disk Drive and 100-Sheet Bypass Tray (3,100 sheets total paper supply)	\$6,968.00

Options & Accessories

Finishing Options

MX-FN15	Stapler Finisher	1,745.00
MX-FN16	Multi Position / Saddle Stitch Finisher	2,619.00
AR-PN4B	3 Hole Punch Module for MX-FN15/FN16	367.00
MX-FN14	100 Sheet Stapler Finisher	3,337.00
MX-PN10B	3 Hole Punch Module for MX-FN14	634.00
MX-CF10	Post-sheet Inserter Finisher	1,230.00

Tray Options

MX-LCX3N	3,000 Sheet Large Capacity Paper Tray (letter / legal / ledger)	1,378.00
MX-LC10	3,500 Sheet Large Capacity Paper Tray (letter)	654.00

Security

MX-FR22U	Commercial Data Security Kit	242.00
MX-FR22	Data Security Kit (Common Criteria Certified)	

Print

MX-PB13	Printer Expansion Kit	1,560.00
MX-PKX1	PS3 Expansion Kit	213.00
MX-PUX1	XPS Expansion Kit (requires MX-SH1GBXPS)	281.00
AR-PF1	Bar Code Font Kit	296.00
MX-SHP1GBXPS	1GB Memory Upgrade	218.00

Scan

MX-NSX1	Network Scanner Expansion Kit (10 user license of Sharpdesk included)* (requires MX-PB13)	317.00
MX-EBX3	Enhanced Scanner Compression Kit	650.00

Sharp OSA™

MX-AMX1	OSA Application Integration Module (requires MX-NSX1)	183.00
MX-AMX2	OSA Application Communication Module (requires MX-NSX1)	183.00
MX-AMX3	OSA External Accounting Module (requires MX-NSX1)	99.00

Fax

MX-FWX1	Internet Fax Kit	278.00
MX-FXX2	Facsimile Expansion Kit	452.00

Miscellaneous

AR-D5143NT	Digital 120 Volt, 20 Amps, 5 Outlets, Power Surge Protector	105.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-PB13 and MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-PB13 and MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-PB13 and MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-PB13 and MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-PB13 and MX-AMX2)	2,145.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM753Nsupplykit	Start-up Supply Kit - 1 Toner and 1 Developer	-	-	\$182.20
MX-753NT	Black Toner	1 Ctg.	83,000	106.00
MX-753NV	Black Developer	1 Ctg.	250,000	76.20
Staples				
MX-SC10	Staple Cartridge (MX-FN14)	3 Ctgs.	5,000 / ctg.	91.70
SF-SC11	Staple Cartridge (MX-FN15 & MX-FN16)	3 Ctgs.	5,000 / ctg.	41.00
AR-SC3	Staple Cartridge (MX-FN16)	3 Ctgs.	2,000 / ctg.	25.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-M623U	LV	\$954.00	\$1,145.00	180,000	0.0053
	MV	1,800.00	2,160.00	360,000	0.0050
	HV	2,592.00	3,110.00	540,000	0.0048
MX-FN15 / MX-FN16 / MX-FN14		Included	Included	-	-
AR-PN4B / MX-PN10B / MX-CF10		Included	Included	-	-
MX-LCX3N / MX-LC10 / MX-FR22U / MX-EC50		Included	Included	-	-
MX-PB13 / MX-PKX1 / MX-PUX1 / AR-PF1 / MX-SHP1GBXPS		Included	Included	-	-
MX-NSX1 / MX-EBX3 / MX-AMX1 / MX-AMx2 / MX-AMX3		Included	Included	-	-
MX-FWX1 / MX-FXX2 / AR-D5143NT / MX-PCS-20D		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-M623U	180,000	\$1,206.00	0.0067	\$1,440.00	0.0080

MX-M753N Networked Digital Copier

 National Joint Powers Alliance®
 Contract #100312-SEC

Model Number	Description	Contract Pricing
MX-M753N	75 PPM Networked B&W High Speed Copier with 2,000 Sheet Tandem Paper Drawer (letter), (2) x 500 Sheet Paper Drawers, 150 Sheet Duplexing Single Pass Feeder, PCL6/PCL5e Network Printing, Network Color Scanning, (1) Sharpdesk user license, 80GB Hard Disk Drive, MX-AMX2 Application Communication Module, MX-AMX3 OSA External Accounting Module and 100-Sheet Bypass Tray (3,100 sheets total paper supply)*	\$8,926.00
Options & Accessories		
Finishing Options		
MX-FN15	Stapler Finisher	1,745.00
MX-FN16	Multi Position / Saddle Stitch Finisher	2,619.00
AR-PN4B	3 Hole Punch Module for MX-FN15/FN16	367.00
MX-FN14	100 Sheet Stapler Finisher	3,337.00
MX-PN10B	3 Hole Punch Module for MX-FN14	634.00
MX-CF10	Post-sheet Inserter Finisher	1,230.00
Tray Options		
MX-LCX3N	3,000 Sheet Large Capacity Paper Tray (letter / legal / ledger)	1,378.00
MX-LC10	3,500 Sheet Large Capacity Paper Tray (letter)	654.00
Security		
MX-FR22U	Commercial Data Security Kit	242.00
MX-FR22	Data Security Kit (Common Criteria Certified)	
Print		
MX-PKX1	PS3 Expansion Kit	213.00
MX-PUX1	XPS Expansion Kit (requires MX-SH1GBXPS)	281.00
AR-PF1	Bar Code Font Kit	296.00
MX-SHP1GBXPS	1GB Memory Upgrade	218.00
Scan		
MX-EBX3	Enhanced Scanner Compression Kit	650.00
Sharp OSA™		
MX-AMX1	OSA Application Integration Module	183.00
Fax		
MX-FWX1	Internet Fax Kit	278.00
MX-FXX2	Facsimile Expansion Kit	452.00
Miscellaneous		
AR-D5143NT	Digital 120 Volt, 20 Amps, 5 Outlets, Power Surge Protector	105.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit	2,145.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

MX-M753N Networked Digital Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM753Nsupplykit	Start-up Supply Kit - 1 Toner and 1 Developer	-	-	\$182.20
MX-753NT	Black Toner	1 Ctg.	83,000	106.00
MX-753NV	Black Developer	1 Ctg.	250,000	76.20
Staples				
MX-SC10	Staple Cartridge (MX-FN14)	3 Ctgs.	5,000 / ctg.	91.70
SF-SC11	Staple Cartridge (MX-FN15 & MX-FN16)	3 Ctgs.	5,000 / ctg.	41.00
AR-SC3	Staple Cartridge (MX-FN16)	3 Ctgs.	2,000 / ctg.	25.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-M753N	LV	\$1,272.00	\$1,526.00	240,000	0.0053
	MV	2,100.00	2,520.00	420,000	0.0050
	HV	2,880.00	3,456.00	600,000	0.0048
MX-FN15 / MX-FN16 / MX-FN14		Included	Included	-	-
AR-PN4B / MX-PN10B / MX-CF10		Included	Included	-	-
MX-LCX3N / MX-LC10 / MX-FR22U / MX-EC50		Included	Included	-	-
MX-PKX1 / MX-PUX1 / AR-PF1 / MX-SHP1GBXPS / MX-EBX3		Included	Included	-	-
MX-AMX1 / MX-FWX1 / MX-FXX2 / AR-D5143NT / MX-PCS-20D		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-M753N	240,000	\$1,608.00	0.0067	\$1,920.00	0.0080

National Joint Powers Alliance®
Contract #100312-SEC

Model Number	Description	Contract Pricing
MX-M753U	75 PPM B&W High Speed Copier with 2,000 Sheet Tandem Paper Drawer (letter), (2) x 500 Sheet Paper Drawers, 150 Sheet Duplexing Single Pass Feeder, 80GB Hard Disk Drive and 100-Sheet Bypass Tray (3,100 sheets total paper supply)	\$8,034.00
Options & Accessories		
Finishing Options		
MX-FN15	Stapler Finisher	1,745.00
MX-FN16	Multi Position / Saddle Stitch Finisher	2,619.00
AR-PN4B	3 Hole Punch Module for MX-FN15/FN16	367.00
MX-FN14	100 Sheet Stapler Finisher	3,337.00
MX-PN10B	3 Hole Punch Module for MX-FN14	634.00
MX-CF10	Post-sheet Inserter Finisher	1,230.00
Tray Options		
MX-LCX3N	3,000 Sheet Large Capacity Paper Tray (letter / legal / ledger)	1,378.00
MX-LC10	3,500 Sheet Large Capacity Paper Tray (letter)	654.00
Security		
MX-FR22U	Commercial Data Security Kit	242.00
MX-FR22	Data Security Kit (Common Criteria Certified)	
Print		
MX-PB13	Printer Expansion Kit	1,560.00
MX-PKX1	PS3 Expansion Kit	213.00
MX-PUX1	XPS Expansion Kit (requires MX-SH1GBXPS)	281.00
AR-PF1	Bar Code Font Kit	296.00
MX-SHP1GBXPS	1GB Memory Upgrade	218.00
Scan		
MX-NSX1	Network Scanner Expansion Kit (10 user license of Sharpdesk included)* (requires MX-PB13)	317.00
MX-EBX3	Enhanced Scanner Compression Kit	650.00
Sharp OSA™		
MX-AMX1	OSA Application Integration Module (requires MX-NSX1)	183.00
MX-AMX2	OSA Application Communication Module (requires MX-NSX1)	183.00
MX-AMX3	OSA External Accounting Module (requires MX-NSX1)	99.00
Fax		
MX-FWX1	Internet Fax Kit	278.00
MX-FXX2	Facsimile Expansion Kit	452.00
Miscellaneous		
AR-D5143NT	Digital 120 Volt, 20 Amps, 5 Outlets, Power Surge Protector	105.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-PB13 and MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-PB13 and MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-PB13 and MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-PB13 and MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-PB13 and MX-AMX2)	2,145.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM753Nsupplykit	Start-up Supply Kit - 1 Toner and 1 Developer	-	-	\$182.20
MX-753NT	Black Toner	1 Ctg.	83,000	106.00
MX-753NV	Black Developer	1 Ctg.	250,000	76.20
Staples				
MX-SC10	Staple Cartridge (MX-FN14)	3 Ctgs.	5,000 / ctg.	91.70
SF-SC11	Staple Cartridge (MX-FN15 & MX-FN16)	3 Ctgs.	5,000 / ctg.	41.00
AR-SC3	Staple Cartridge (MX-FN16)	3 Ctgs.	2,000 / ctg.	25.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-M753U	LV	\$1,272.00	\$1,526.00	240,000	0.0053
	MV	2,100.00	2,520.00	420,000	0.0050
	HV	2,880.00	3,456.00	600,000	0.0048
MX-FN15 / MX-FN16 / MX-FN14		Included	Included	-	-
AR-PN4B / MX-PN10B / MX-CF10		Included	Included	-	-
MX-LCX3N / MX-LC10 / MX-FR22U / MX-EC50		Included	Included	-	-
MX-PB13 / MX-PKX1 / MX-PUX1 / AR-PF1 / MX-SHP1GBXPS		Included	Included	-	-
MX-NSX1 / MX-EBX3 / MX-AMX1 / MX-AMx2 / MX-AMX3		Included	Included	-	-
MX-FWX1 / MX-FXX2 / AR-D5143NT / MX-PCS-20D		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-M753U	240,000	\$1,608.00	0.0067	\$1,920.00	0.0080

**MX-M850 Digital Duplicator
High Volume Multifunction Duplicator**

National Joint Powers Alliance®
Contract #100312-SEC

Model Number	Description	Contract Pricing
MX-M850	85 PPM Digital Copier with Duplexing Single Pass Feeder, (2,000 Sheet Letter Size Tray and Two 500 Sheet Adjustable Size Paper Trays) and 80 GB Hard Disk Drive (3,000 sheets total paper supply)	\$11,197.00

Options & Accessories

Paper Handling Options (Must Choose 1 Group from List Below)

MX-MFX1	100 Sheet Bypass Tray	520.00
OR		
MX-LCX3N	3,000 Sheet Large Capacity Tray (letter / legal / ledger) - available only for MX-M850 - requires MX-MFX1	1,378.00
MX-MFX1	100 Sheet Bypass Tray	520.00
OR		
MX-LCX6	3,500 Sheet Large Capacity Cassette (letter only) - requires MX-MFX1	832.00
MX-MFX1	100 Sheet Bypass Tray	520.00
OR		
MX-LCX5	4,000 Sheet Large Capacity Three Drawer Tray (letter / legal / ledger) ¹ - requires MX-MFX2	4,212.00
MX-MFX2	500 Sheet Bypass Tray	774.00
OR		
MX-LCX4	4,500 Sheet Large Capacity Three Drawer Tray (letter only) - requires MX-MFX2	2,132.00
MX-MFX2	500 Sheet Bypass Tray	774.00

MX-M850 Finishing Options (Must Choose 1)

MX-FNX5	100 Sheet Staple Finisher	2,496.00
MX-PNX3B	100 Sheet 3 Hole Punch Module (for MX-FNX5)	441.00
MX-FNX8	Saddle Unit / Booklet Maker (requires MX-FNX5)	3,328.00
MX-FDX1	Folding Unit (requires MX-FNX5)	3,978.00
MX-CFX2	Post Sheet Inserter Unit (requires MX-FNX5)	1,612.00
OR		
MX-FNX6	50 Sheet Staple Finisher ¹	1,716.00
MX-PNX4B	50 Sheet 3 hole Punch Module (for MX-FNX6 or MX-FNX7)	400.00
OR		
MX-FNX7	Saddle Stitch Finisher ¹	2,444.00
MX-PNX4B	50 Sheet 3 hole Punch Module (for MX-FNX6 or MX-FNX7)	400.00

Security Options

MX-FRX8U	Commercial Data Security Kit	367.00
MX-FRX8	Data Security Kit (Common Criteria Certified)	

Print

MX-PBX2	PCL6 Printer Expansion Kit	520.00
MX-PKX4	PostScript 3 Expansion Kit (requires MX-PBX2)	364.00
AR-PF1	Bar Code Font Kit (requires MX-PBX2)	296.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	77.00

¹ MX-LCX5 cannot be used with MX-FNX6 or MX-FNX7

**MX-M850 Digital Duplicator
High Volume Multifunction Duplicator**

National Joint Powers Alliance®
Contract #100312-SEC

Model Number	Description	Contract Pricing
Scan		
MX-NSX1	Network Scanner Expansion Kit (includes 10 Sharpdesk user licenses)	317.00
MX-EBX1	Color Scanning Expansion Kit (requires MX-NSX1)	494.00
Sharp OSA™		
MX-AMX1	Sharp OSA Application Integration Module (requires MX-NSX1)	183.00
MX-AMX2	Sharp OSA Application Communication Module (requires MX-NSX1 and/or MX-PBX2)	183.00
MX-AMX3	Sharp OSA External Accounting Module	99.00
Fax		
MX-FWX1	Internet Fax Expansion Kit (requires MX-NSX1)	278.00
MX-FXX1	Super G3 Fax Expansion Kit	452.00
GBC Binding		
<i>Main Unit Components</i>		
MX-GBCX1	GBC SmartPunch Module (Requires MX-FNX5)	5,882.00
MX-GBCKIT	Cover Kit (required for use with MX-GBCX1 SmartPunch when used with MX-FNX8 Saddle Unit)	139.00
<i>GBC Accessories</i>		
MX-GBC03	3-Hole Die Set	407.00
MX-GBC11	11-Hole VeloBind Set	483.00
MX-GBC19	19-Hole CombBind Die Set	483.00
MX-GBC21	21-Hole WireBind Die Set	483.00
MX-GBC32	32-Hole WireBind Die Set	483.00
MX-GBC44	44-Hole Color Coil Die Set	483.00
MX-GBC32PRO	32-Hole ProClick Die Set	483.00
Miscellaneous		
MX-E524ZNT	Digital 208/240 Volt, 20 Amps Power Surge Protector	151.00
MX-KYBKITHERC	Keyboard Kit	557.00
MX-USX1	(1) Additional Sharpdesk License for MX-NSX1	153.00
MX-USX5	(5) Additional Sharpdesk Licenses for MX-NSX1	327.00
MX-US10	(10) Additional Sharpdesk Licenses for MX-NSX1	491.00
MX-US50	(50) Additional Sharpdesk Licenses for MX-NSX1	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses for MX-NSX1	2,390.00

¹ MX-LCX5 cannot be used with MX-FNX6 or MX-FNX7

*Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

**MX-M850 Digital Duplicator
High Volume Multifunction Duplicator**

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM850SupplyKit	Supply Kit - 1 Toner and 1 Developer	-	-	\$273.00
MX-850NT	Black Toner - Package ¹	1 Cartridge	120,000	164.00
MX-850NV	Black Developer - Package	1 Package	500,000	109.00
AR-SC3	Staple Cartridge (MX-FNX6)	3 Cartridges	2,000 / ctg.	25.00
MX-SCX2	Staple Cartridge (MX-FNX5)	3 Cartridges	5,000 / ctg.	64.00
MX-SCX3	Staple Cartridge (MX-FNX7/FNX8)	4 Cartridges	2,000 / ctg.	64.00
AR-SV1	Stamp Cartridge (AR-SU1)	2 Cartridges		56.00

¹ Recommended ordering in multiples of 4

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1</u>	<u>Zone 2</u>	<u>Annual Copy</u>	<u>Excess Copy</u>
		<u>0 - 25 Miles</u>	<u>26 - 50 Miles</u>	<u>Allowance</u>	<u>Charge</u>
MX-M850	LV	\$1,680.00	\$2,016.00	480,000	0.0035
	MV	2,376.00	2,851.00	720,000	0.0033
	HV	3,072.00	3,686.00	960,000	0.0032
MX-CFX2 / MX-FNX5 / MX-FNX6 / MX-FNX7 / MX-FNX8 / MX-PNX3B / MX-PNX:		Included	Included	-	-
MX-FDX1 / MX-LCX4 / MX-LCX5 / MX-LCX6 / MX-LCX3N / MX-MFX1 / MX-MFX:		Included	Included	-	-
MX-FRX8U / MX-PBX2 / MX-EBX1 / MX-PKX4 / MX-NSX1 / MX-AMX1		Included	Included	-	-
MX-AMX2 / MX-AMX3 / MX-FWX1 / MX-FXX1 / AR-SU1 / AR-PF1 / MX-E524ZN		Included	Included	-	-
MX-PCS-20820D / MX-USX1 / MX-USX5 / MX-US10 / MX-US50 / MX-USA0		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1</u>	<u>Excess Copy</u>	<u>Zone 2</u>	<u>Excess Copy</u>
		<u>0 - 25 Miles</u>	<u>Charge</u>	<u>26 - 50 Miles</u>	<u>Charge</u>
MX-M850	480,000	\$2,304.00	0.0048	\$2,784.00	0.0058

MX-M904 / MX-M1054 / MX-M1204 Networked Digital Duplicator

National Joint Powers Alliance®

Contract #100312-SEC

Model Number	Description	Contract Pricing
MX-M904	90 PPM Networked B&W Digital Duplicator with 250-sheet Duplexing Single Pass Feeder, 3,000 Sheet Paper Capacity (tandem sheet drawer - 2,000-sheet capacity / two 500-sheet trays), 1-TB hard disk drive, PCL6/Adobe® Postscript® 3™ Network Printing, Color Network Scanning, Integrated Web Browser, Retractable Keyboard and MX-AMX2 Application Communication Module (3,000 sheets total paper supply)*	\$12,976.00
MX-M1054	105 PPM Networked B&W Digital Duplicator with 250-sheet Duplexing Single Pass Feeder, 3,000 Sheet Paper Capacity (tandem sheet drawer - 2,000-sheet capacity / two 500-sheet trays), 1-TB hard disk drive, PCL6/Adobe® Postscript® 3™ Network Printing, Color Network Scanning, Integrated Web Browser, Retractable Keyboard and MX-AMX2 Application Communication Module (3,000 sheets total paper supply)*	\$14,028.00
MX-M1204	120 PPM Networked B&W Digital Duplicator with 250-sheet Duplexing Single Pass Feeder, 3,000 Sheet Paper Capacity (tandem sheet drawer - 2,000-sheet capacity / two 500-sheet trays), 1-TB hard disk drive, PCL6/Adobe® Postscript® 3™ Network Printing, Color Network Scanning, Integrated Web Browser, Retractable Keyboard and MX-AMX2 Application Communication Module (3,000 sheets total paper supply)*	\$17,444.00

Options & Accessories

Tray Options (Must Choose 1 Group from List Below)

MX-MFX1 OR	100 Sheet Multi-Bypass Tray	520.00
MX-LCX3N	3,000 Sheet Large Capacity Cassette (letter / letter-R / legal / ledger) - available only for MX-M904 - requires MX-MFX1	1,378.00
MX-MFX1 OR	100 Sheet Multi-Bypass Tray	520.00
MX-LC12	3,500 Sheet Large Capacity Tray (letter) - requires MX-MFX1	723.00
MX-MFX1 OR	100 Sheet Multi-Bypass Tray	520.00
MX-LC13	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / letter-R / legal / ledger) - requires MX-RB16	2,834.00
MX-RB16	LCT Mounting Kit	144.00
MX-MF11 OR	500 Sheet Multi-Bypass Tray (requires MX-LC13, not compatible with MX-MFX1) - optional, not required	770.00
MX-LC13	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / letter-R / legal / ledger) - requires MX-RB16	2,834.00
MX-LC13	5,000 Sheet Large Capacity Two Drawer Air Feed Tray (letter / letter-R / legal / ledger) - requires MX-RB17	2,834.00
MX-RB16	LCT Mounting Kit	144.00
MX-RB17	LCT Tandem Connecting Kit (required for connecting 2 MX-LC13 Large Capacity Trays)	839.00
MX-MF11	500 Sheet Multi-Bypass Tray (requires MX-LC13, not compatible with MX-MFX1) - optional, not required	770.00

Finishing Options (Must Choose 1)

MX-FN24	50 Sheet Staple Finisher (3,000 sheet output capacity) - available only for MX-M904	1,802.00
MX-PNX4B OR	Punch Unit (optional, not required)	400.00
MX-FN25	50 Sheet Staple / 15 Sheet Saddle Stitch Finisher (2,000 sheet output capacity) - available only for MX-M904	2,382.00
MX-PNX4B OR	Punch Unit (optional, not required)	400.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - requires MX-RB18	9,757.00
MX-RB18	Curl Correction Unit	486.00
<i>optional accessories for MX-ST10 high stacking configuration</i>		
MX-SL10	Status Indicator	283.00
MX-CF11	2 Tray Inserter Unit - requires MX-RB18; requires MX-RB13 or MX-FD10 if connecting directly to an MX-FN21 or MX-FN22; requires an MX-FN21 or MX-FN22 if not connecting directly to a MX-ST10 or MX-GBCX2	1,685.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - 2nd stacker and 2 MX-LC13s required for unattended 10,000 sheet output - requires MX-RB18	9,757.00
MX-CA10 OR	Additional Paper Cart (can be ordered for convenience)	752.00

MX-M904 / MX-M1054 / MX-M1204 Networked Digital Duplicator
National Joint Powers Alliance®
Contract #100312-SEC

Model Number	Description	Contract Pricing
Finishing Options (Continued)		
MX-FN21	100 Sheet Staple Finisher (4,000 sheet output capacity) - requires MX-RB18	3,234.00
MX-RB18	Curl Correction Unit	486.00
<i>optional accessories for MX-FN21 configuration</i>		
MX-CF11	2 Tray Inserter Unit - requires MX-RB18; requires MX-RB13 or MX-FD10 if connecting directly to an MX-FN21 or MX-FN22; requires an MX-FN21 or MX-FN22 if not connecting directly to a MX-ST10 or MX-GBCX2	1,685.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - requires MX-RB18	9,757.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - 2nd stacker and 2 MX-LC13s required for unattended 10,000 sheet output - requires MX-RB18	9,757.00
MX-CA10	Additional Paper Cart (can be ordered for convenience)	752.00
MX-GBCX2	GBC SmartPunch Pro™ (available 1st Qtr 2013) - requires MX-RB13	
MX-RB13	Relay Unit - required for MX-GBCX2 or if connecting an MX-FN21/FN22 directly to an MX-CF11	484.00
MX-FD10	Multi Folding Unit - requires MX-RB18 and MX-FN21 or MX-FN22	6,734.00
MX-SL10	Status Indicator	283.00
MX-PN13B	Punch Unit	441.00
OR		
MX-FN22	100 Sheet Staple / 20 Sheet Saddle Stitch Finisher (4,000 sheet output capacity) - requires MX-RB18	4,566.00
MX-RB18	Curl Correction Unit	486.00
<i>optional accessories for MX-FN22 configuration</i>		
MX-CF11	2 Tray Inserter Unit - requires MX-RB18; requires MX-RB13 or MX-FD10 if connecting directly to an MX-FN21 or MX-FN22; requires an MX-FN21 or MX-FN22 if not connecting directly to a MX-ST10 or MX-GBCX2	1,685.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - requires MX-RB18	9,757.00
MX-ST10	5,000 Sheet Stacker (includes 1 MX-CA10 paper cart) - 2nd stacker and 2 MX-LC13s required for unattended 10,000 sheet output - requires MX-RB18	9,757.00
MX-CA10	Additional Paper Cart (can be ordered for convenience)	752.00
MX-GBCX2	GBC SmartPunch Pro™ (available 1st Qtr 2013) - requires MX-RB13	
MX-RB13	Relay Unit - required for MX-GBCX2 or if connecting an MX-FN21/FN22 directly to an MX-CF11	484.00
MX-FD10	Multi Folding Unit - requires MX-RB18 and MX-FN21 or MX-FN22	6,734.00
MX-SL10	Status Indicator	283.00
MX-PN13B	Punch Unit	441.00
MX-TM10	Trimming Unit	2,881.00

*Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

MX-M904 / MX-M1054 / MX-M1204 Networked Digital Duplicator

National Joint Powers Alliance®

Contract #100312-SEC

Model Number	Description	Contract Pricing
Security Options		
MX-FR38U	Commercial Data Security Kit	367.00
MX-EB15	HDD Mirroring Expansion Kit	759.00
Print		
MX-PUX1	XPS Expansion Kit	281.00
MX-PF10	Bar Code Font Kit	296.00
MX-EB11	Enhanced Compression Kit (for Scanning)	650.00
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	77.00
Sharp OSA™		
MX-AMX1	Sharp OSA Application Integration Module	183.00
MX-AMX3	Sharp OSA External Accounting Module	99.00
Fax		
MX-FWX1	Internet Fax Expansion Kit	278.00
MX-FX11	Fax Expansion Kit	452.00
Miscellaneous		
AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-E524ZNT	Digital 208/240 Volt, 20 Amps Power Surge Protector	151.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-AMX2)	2,145.00

MX-M904 / MX-M1054 / MX-M1204 Networked Digital Duplicator

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXM904SupplyKit	Supply Kit - 1 Toner & 1 Developer	-	-	\$273.10
MX-900NT	Black Toner Cartridge	1 Cartridge	120,000	\$164.40
MX-900NV	Black Developer	1 Package	1,000,000	\$108.70
AR-SC2	Staple Cartridge (MX-FN24 and MX-FN25)	3 Cartridges	5,000 / Ctg.	64.00
MX-SCX1	Staple Cartridge (MX-FN22)	3 Cartridges	5,000 / Ctg.	64.00
MX-SCX2	Staple Cartridge (MX-FN21 and MX-FN22)	3 Cartridges	5,000 / Ctg.	64.00
MX-SCX3	Staple Cartridge (MX-FN25)	4 Cartridges	2,000 / Ctg.	64.00
AR-SV1	Stamp Cartridge (AR-SU1)	2 Cartridges		56.00

FULL SERVICE ANNUAL MAINTENANCE

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except toner, developer, paper and staples.

	<u>Plan</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Annual Copy Allowance</u>	<u>Excess Copy Charge</u>
MX-M904 / MX-M1054 / MX-M1204	LV	\$1,680.00	\$2,016.00	480,000	0.0035
	MV	2,376.00	2,851.00	720,000	0.0033
	HV	3,072.00	3,686.00	960,000	0.0032
All MX-M904 / MX-M1054 / MX-M1204 Accessories		Included	Included	-	-

FULL SERVICE ANNUAL MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Zone 1 0 - 25 Miles</u>	<u>Excess Copy Charge</u>	<u>Zone 2 26 - 50 Miles</u>	<u>Excess Copy Charge</u>
MX-M904 / MX-M1054 / MX-M1204	480,000	\$2,304.00	0.0048	\$2,784.00	0.0058

SHARP®

A4 Products

MX-C312 Networked Digital A4 Color Copier

Model Number		NJPA Member Pricing
MX-C312	31 PPM B&W / 31 PPM Full-Color Digital Copier includes 800 MHz multitasking controller, 7" WVGA Color Touch Panel, 80 GB hard drive with document filing system, PCL® 5c/PCL6/PostScript® 3 network printing, network scanning, 50-sheet reversing single-pass feeder, auto duplexing, one 500-sheet paper drawer and 100-sheet bypass tray.* Includes developer and drum cartridges. Toner cartridges sold separately.	\$2,975.00

Options & Accessories

Output Options

MX-FN12	Inner Finisher	634.00
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Tray Options

MX-CFABD	Deluxe Cabinet with door and locking casters	132.00
MX-CFABB	Base Plate with locking casters	60.00
MX-CSX1	500 sheet Paper Feed Unit for Tray 2	203.00
MX-CSX2	500 sheet Paper Feed Unit for Trays 3 & 4	172.00

Security

MX-FR29U	Commercial Data Security Kit (available 4th Qtr. 2012)	319.00
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Print

AR-PF1	Bar Code Font Kit	296.00
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Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
MX-AMX2	OSA Application Communication Module	183.00
MX-AMX3	OSA External Accounting Module	99.00

Fax

MX-FXX3	Facsimile Expansion Kit	317.00
MX-FWX1	Internet Fax Kit	278.00

Miscellaneous

AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-PUX1	XPS Expansion Kit (Requires MX-SHP1GBXPS)	281.00
MX-SHP1GBXPS	1GB Memory Upgrade (Required for MX-PUX1)	218.00
MX-BTX1	Business Card Feeder	75.00
MX-CFCRM1	Card Reader Mounting Kit	49.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-AMX2)	2,145.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

MX-C312 Networked Digital A4 Color Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXC311TonerKit	Toner Kit - B/C/M/Y Toner (Includes: (1) each: MX-C40NTB; MX-C40NTC; MX-C40NTM; MX-C40NTY)	-	-	\$254.00
MXC311Kit30K	Color Supply Replenishment Kit (Includes: (1) each: MX-C40NVC; MX-C40NVM; MX-C40NVY; MX-C31HB and (3) each MX-C40NRS)	-	-	527.30
MXC311Kit60K	Black Supply Replenishment Kit (Includes: (1) each: MX-C40NVB; MX-C40NRB; MX-C31U2)	-	-	153.90
<u>Toner Cartridges</u>				
MX-C40NTB	Black Toner Cartridge	1 Cartridge	10,000	24.20
MX-C40NTC	Cyan Toner Cartridge	1 Cartridge	10,000	76.60
MX-C40NTM	Magenta Toner Cartridge	1 Cartridge	10,000	76.60
MX-C40NTY	Yellow Toner Cartridge	1 Cartridge	10,000	76.60
MX-C31HB	Toner Collection Container	1 Container	30,000	16.40
<u>Developer Cartridges</u>				
MX-C40NVB	Black Developer Cartridge	1 Cartridge	60,000	79.90
MX-C40NVC	Cyan Developer Cartridge	1 Cartridge	30,000	103.50
MX-C40NVM	scans documents to up to seven destinations,	1 Cartridge	30,000	103.50
MX-C40NVY	Yellow Developer Cartridge	1 Cartridge	30,000	103.50
<u>Drum Cartridges</u>				
MX-C40NRB	Drum Cartridge (Black)	1 Cartridge	60,000	52.40
MX-C40NRS	Drum Cartridge - Cyan/Magenta/Yellow (requires one per color)		30,000	66.80
<u>Additional Supplies</u>				
MX-C31U2	Secondary Transfer Roller Unit	1 Unit	60,000	21.60
MX-C31U1	Primary Transfer Belt Unit	1 Unit	120,000	163.70
MX-C32FU1	Fusing Unit	1 Unit	120,000	278.30
MX-SCX1	Staple Cartridge (5,000 staples per ctg)	3 Cartridges	15,000	64.00

Supply Replacement Guidelines

		Initial	10,000	30,000	60,000	90,000	120,000
MXC311TonerKit*	Toner Kit - B/C/M/Y Toner	●	●	●	●	●	●
MXC311Kit30K	Color Supply Replenishment Kit			●	●	●	●
MXC311Kit60K	Black Supply Replenishment Kit				●		●
MX-C31U1 and MX-C32FU1							●

* Supply replacement is based on the approximate number of prints / copies made. Color saturation will impact these guidelines.

ANNUAL SERVICE PLAN

For purchased and leased equipment.

	Annual Service
MX-C312	\$360.00

Annual Service Plan includes parts and labor from date of delivery.

This service plan does not apply to defects or damage resulting from improper or inadequate maintenance by the purchaser or the use of non-genuine Sharp toner, developer or drum cartridge

Does **NOT** include toner cartridges, toner collection containers, developer cartridges, drum cartridges, primary transfer belt unit, secondary transfer roller unit and fusing unit.

FULL SERVICE MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	Annual Copy Allowance	Black Copy Charge	Color Copy Charge
MX-C312	0	\$0.0135	\$0.0650

MX-B402 Networked Digital A4 Copier

Model Number		NJPA Member Pricing
MX-B402	40 PPM B&W Digital Copier includes 800 MHz multitasking controller, 7" WVGA Color Touch Panel, 80 GB hard drive with document filing system, PCL® 5e/PCL6/PostScript® 3 network printing, network scanning, 50-sheet reversing single-pass feeder, auto-duplex, 500-sheet paper drawer and 100-sheet bypass.	\$2,083.00

Options & Accessories

Output Options

MX-FN12	Inner Finisher	634.00
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Tray Options

MX-DS13	Base Plate	72.00
MX-DS14	Stackable Cabinet (requires MX-DS13 Base Plate)	32.00
MX-CSX1	500 sheet Paper Feed Unit for Tray 2	203.00
MX-CSX2	500 sheet Paper Feed Unit for Trays 3 & 4	172.00

Security

MX-FR26U	Commercial Data Security Kit	319.00
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Print

AR-PF1	Bar Code Font Kit	296.00
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Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
MX-AMX2	OSA Application Communication Module	183.00
MX-AMX3	OSA External Accounting Module	99.00

Fax

MX-FXX3	Facsimile Expansion Kit	317.00
MX-FWX1	Internet Fax Kit	278.00

Miscellaneous

AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-PUX1	XPS Expansion Kit (Requires MX-SHP1GBXPS)	281.00
MX-SHP1GBXPS	1GB Memory Upgrade (Required for MX-PUX1)	218.00
MX-BTX1	Business Card Feeder	75.00
MX-CFCRM1	Card Reader Mounting Kit	49.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit (requires MX-AMX2)	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit (requires MX-AMX2)	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit (requires MX-AMX2)	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit (requires MX-AMX2)	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit (requires MX-AMX2)	2,145.00

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SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXB402SCSupplyKit	Supply Kit - 1 Toner and 1 Developer	-	-	\$54.40
MXB402Kit72K	Black Supply Replenishment Kit <i>(Includes: (1) each: MX-B42NV1; MX-C40NRB)</i>	-	-	66.20
<u>Toner Cartridges</u>				
MX-B42NT1	Black Toner Cartridge	1 Cartridge	20,000	40.60
MX-B40HB	Toner Collection Container	1 Container	45,000	16.40
<u>Developer Cartridges</u>				
MX-B42NV1	Black Developer Cartridge	1 Cartridge	72,000	13.80
<u>Drum Cartridges</u>				
MX-C40NRB	Drum Cartridge (Black)	1 Cartridge	72,000	52.40
<u>Additional Supplies</u>				
MX-B40U1	Primary Transfer Belt Unit	1 Unit	120,000	163.70
MX-B42U2	Secondary Transfer Belt	1 Unit	120,000	21.60
MX-B42FU1	Fusing Unit	1 Unit	120,000	245.60
MX-SCX1	Staple Cartridge (5,000 staples per ctg)	3 Cartridges	15,000	64.00

ANNUAL SERVICE PLAN

	<u>Annual Service</u>
For purchased and leased equipment.	
MX-B402	\$240.00

Annual Service Plan includes parts and labor from date of delivery. This service plan does not apply to defects or damage resulting from improper or inadequate maintenance by the purchaser or the use of non-genuine Sharp toner, developer or drum cartridge

Does **NOT** include toner cartridges, toner collection containers, developer cartridges, drum cartridges, primary transfer belt unit, secondary transfer roller unit and fusing unit.

FULL SERVICE MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Black Copy Charge</u>
MX-B402	0	\$0.0100

**National Joint Powers Alliance®
Contract #100312-SEC**

MX-B402SC Scan Centric Networked Digital A4 Copier

Model Number	Description	NJPA Member Pricing
MX-B402SC	40 PPM (50 PPM Scanning) B&W Digital Copier includes 800 MHz multitasking controller, 50 GB hard drive with document filing system, 7" W-VGA Color Touch Panel with retractable QWERTY keyboard, PCL® 5e / PCL 6 / PostScript® 3 network printing, Scan² single-pass dual-sided color scanning, network scanning, 100-sheet double-sided single-pass feeder, auto duplexing, one 500-sheet paper drawer and 100-sheet bypass tray. Includes Sharp OSA® technology: MX-AMX2 Application Communication Module & MX-AMX3 External Accounting modules.	\$2,504.00

Options & Accessories

Output Options

MX-FN12	Inner Finisher	634.00
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Tray Options

MX-DS13	Base Plate	72.00
MX-DS14	Stackable Cabinet (requires MX-DS13 Base Plate)	32.00
MX-CSX1	500 sheet Paper Feed Unit for Tray 2	203.00
MX-CSX2	500 sheet Paper Feed Unit for Trays 3 & 4	172.00

Security

MX-FR27U	Commercial Data Security Kit	319.00
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Print

AR-PF1	Bar Code Font Kit	296.00
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Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
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Fax

MX-FXX3	Facsimile Expansion Kit	317.00
MX-FWX1	Internet Fax Kit	278.00

Miscellaneous

AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-PUX1	XPS Expansion Kit (Requires MX-SHP1GBXPS)	281.00
MX-SHP1GBXPS	1GB Memory Upgrade	218.00
MX-CFCRM1	Card Reader Mounting Kit	49.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit	2,145.00

* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

MX-B402SC Scan Centric Networked Digital A4 Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXB402SCSupplyKit	Supply Kit - 1 Toner and 1 Developer	-	-	\$54.40
MXB402Kit72K	Black Supply Replenishment Kit <i>(Includes: (1) each: MX-B42NV1; MX-C40NRB)</i>	-	-	66.20
<u>Toner Cartridges</u>				
MX-B42NT1	Black Toner Cartridge	1 Cartridge	20,000	40.60
<u>Developer Cartridges</u>				
MX-B42NV1	Black Developer Cartridge	1 Cartridge	72,000	13.80
<u>Drum Cartridges</u>				
MX-C40NRB	Drum Cartridge (Black)	1 Cartridge	72,000	52.40
MX-C31HB	Toner Collection Container	1 Container	30,000	16.40
<u>Additional Supplies</u>				
MX-B40U1	Primary Transfer Belt Unit	1 Unit	120,000	163.70
MX-B42U2	Secondary Transfer Belt	1 Unit	120,000	21.60
MX-B42FU1	Fusing Unit	1 Unit	120,000	245.60
MX-SCX1	Staple Cartridge (5,000 staples per ctg)	3 Cartridges	15,000	64.00

ANNUAL SERVICE PLAN

For purchased and leased equipment.

	<u>Annual Service</u>
MX-B402SC	\$240.00

Annual Service Plan includes parts and labor from date of delivery.

This service plan does not apply to defects or damage resulting from improper or inadequate maintenance by the purchaser or the use of non-genuine Sharp toner, developer or drum cartridge

Does **NOT** include toner cartridges, toner collection containers, developer cartridges, drum cartridges, primary transfer belt unit, secondary transfer roller unit and fusing unit.

FULL SERVICE MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	<u>Annual Copy Allowance</u>	<u>Black Copy Charge</u>
MX-B402SC	0	\$0.0100

National Joint Powers Alliance®

Contract #100312-SEC

MX-C402SC Scan Centric Networked Color Digital A4 Copier

Model Number	Description	NJPA Member Pricing
MX-C402SC	40 PPM (50 PPM Scanning) Color and B&W Digital Copier includes 1 GHz multitasking controller, 50 GB hard drive with document filing system, 8.5" W-VGA Color Touch Panel with retractable QWERTY keyboard, PCL® 5c / PCL 6 / PostScript® 3 network printing, Scan² single-pass dual-sided color scanning, network scanning, 100-sheet double-sided single-pass feeder, auto duplexing, one 500-sheet paper drawer and 100-sheet bypass tray. Includes Sharp OSA® technology: MX-AMX2 Application Communication Module & MX-AMX3 External Accounting modules.	\$3,670.00

Options & Accessories

Output Options

MX-FN12	Inner Finisher	634.00
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Tray Options

MX-DS13	Base Plate	72.00
MX-DS14	Stackable Cabinet (requires MX-DS13 Base Plate)	32.00
MX-CSX1	500 sheet Paper Feed Unit for Tray 2	203.00
MX-CSX2	500 sheet Paper Feed Unit for Trays 3 & 4	172.00

Security

MX-FR28U	Commercial Data Security Kit	319.00
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Print

AR-PF1	Bar Code Font Kit	296.00
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Sharp OSA™

MX-AMX1	OSA Application Integration Module	183.00
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Fax

MX-FXX3	Facsimile Expansion Kit	317.00
MX-FWX1	Internet Fax Kit	278.00

Miscellaneous

AR-D5133NT	Digital 120 Volt, 15 Amps, 5 Outlets, Power Surge Protector	104.00
MX-PUX1	XPS Expansion Kit (Requires MX-SHP1GBXPS)	281.00
MX-SHP1GBXPS	1GB Memory Upgrade	218.00
MX-CFCRM1	Card Reader Mounting Kit	49.00
MX-USX1	(1) Additional Sharpdesk License	153.00
MX-USX5	(5) Additional Sharpdesk Licenses	327.00
MX-US10	(10) Additional Sharpdesk Licenses	491.00
MX-US50	(50) Additional Sharpdesk Licenses	1,605.00
MX-USA0	(100) Additional Sharpdesk Licenses	2,390.00
MX-UN01A	OSA Network Scanner Tool (1) License Kit	138.00
MX-UN05A	OSA Network Scanner Tool (5) License Kit	295.00
MX-UN10A	OSA Network Scanner Tool (10) License Kit	442.00
MX-UN50A	OSA Network Scanner Tool (50) License Kit	1,441.00
MX-UN1HA	OSA Network Scanner Tool (100) License Kit	2,145.00

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MX-C402SC Scan Centric Networked Color Digital A4 Copier

SUPPLY PRICING

<u>Model</u>	<u>Description</u>	<u>Units Per Carton</u>	<u>Estimated Yield</u>	<u>Purchase Price</u>
MXC311TonerKit	Toner Kit - B/C/M/Y Toner <i>(Includes: (1) each: MX-C40NTB; MX-C40NCT; MX-C40NTM; MX-C40NTY)</i>	-	-	\$254.00
MXC402SCSupplyKit	Supply Kit <i>(Includes (1) each:: MX-C40NTB; MX-C40NCT; MX-C40NTM; MX-C40NTY; MX-C40NVB; MX-C40NVC; MX-C40NVM; MX-C40NVY)</i>	-	-	644.40
MXC311Kit30K	Color Supply Replenishment Kit <i>(Includes: (1) each: MX-C40NVC; MX-C40NVM; MX-C40NVY; MX-C31HB and (3) each MX-C40NRS)</i>	-	-	527.30
MXC311Kit60K	Black Supply Replenishment Kit <i>(Includes: (1) each: MX-C40NVB; MX-C40NRB; MX-C31U2)</i>	-	-	153.90
<u>Toner Cartridges</u>				
MX-C40NTB	Black Toner Cartridge	1 Cartridge	20,000	24.20
MX-C40NCT	Cyan Toner Cartridge	1 Cartridge	10,000	76.60
MX-C40NTM	Magenta Toner Cartridge	1 Cartridge	10,000	76.60
MX-C40NTY	Yellow Toner Cartridge	1 Cartridge	10,000	76.60
MX-C31HB	Toner Collection Container	1 Container	45,000	16.40
<u>Developer Cartridges</u>				
MX-C40NVB	Black Developer Cartridge	1 Cartridge	72,000	79.90
MX-C40NVC	Cyan Developer Cartridge	1 Cartridge	30,000	103.50
MX-C40NVM	Magenta Developer Cartridge	1 Cartridge	30,000	103.50
MX-C40NVY	Yellow Developer Cartridge	1 Cartridge	30,000	103.50
<u>Drum Cartridges</u>				
MX-C40NRB	Drum Cartridge (Black)	1 Cartridge	72,000	52.40
MX-C40NRS	Color Drum Cartridge (1 per color)	1 Cartridge	30,000	66.80
<u>Additional Supplies</u>				
MX-C31U1	Primary Transfer Belt Unit	1 Unit	120,000	163.70
MX-C31U2	Secondary Transfer Belt	1 Unit	60,000	21.60
MX-C32FU1	Fusing Unit	1 Unit	120,000	278.30
MX-SCX1	Staple Cartridge (5,000 staples per ctg)	3 Cartridges	15,000	64.00

Supply Replacement Guidelines

		Initial	10,000	30,000	60,000	90,000	120,000
MXC311TonerKit*	Toner Kit - B/C/M/Y Toner	•	•	•	•	•	•
MXC311Kit30K	Color Supply Replenishment Kit			•	•	•	•
MXC311Kit60K	Black Supply Replenishment Kit				•		•
MX-C31U1 and MX-C32FU1							•

* Supply replacement is based on the approximate number of prints / copies made. Color saturation will impact these guidelines.

ANNUAL SERVICE PLAN

For purchased and leased equipment.

	Annual Service
MX-C402SC	\$360.00

Annual Service Plan includes parts and labor from date of delivery.

This service plan does not apply to defects or damage resulting from improper or inadequate maintenance by the purchaser or the use of non-genuine Sharp toner, developer or drum cartridge

Does **NOT** include toner cartridges, toner collection containers, developer cartridges, drum cartridges, primary transfer belt unit, secondary transfer roller unit and fusing unit.

FULL SERVICE MAINTENANCE

Supplies Included

For purchased and leased equipment. Includes all parts, photoconductors, labor and all consumable items except paper and staples.

	Annual Copy Allowance	Black Copy Charge	Color Copy Charge
MX-C402SC	0	\$0.0135	\$0.0650

SHARP®

B &W Printers

**National Joint Powers Alliance®
Contract #100312-SEC**

DX-B350P Digital Printer

Model Number	Description	NJPA Member Pricing
DX-B350P	35 PPM B&W Workgroup Monochrome Printer includes 533 MHz controller, 10/100Base-TX Ethernet / USB 2.0 / IEEE 1284 / RS-232C Serial ports, Adobe® PostScript® / PCL@5e/PCL6 page description languages, dual paper drawers - one 550-sheet drawer and one 150-sheet drawer. Also includes starter toner cartridge (estimated 6,000 page yield @ 5% image area).	\$633.00

Options & Accessories

Cabinets

DX-B45ABD	Deluxe Copier Stand	70.00
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Output Options

DX-DUX1	Duplex Unit	144.00
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Tray Options

DX-CSX1	550 Sheet Adjustable Paper Tray	178.00
DX-TEX1	Offset Catch Tray	178.00

Miscellaneous

DX-HD50	40 GB Hard Disk Drive	178.00
DX-SM50	512 MB Expansion Memory	134.00

Supplies

DX-B35DTH	High Yield Toner Cartridge - Estimated 18,000 Pages @ 5% Image Area	152.00
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**National Joint Powers Alliance®
Contract #100312-SEC**

DX-B450P Digital Printer

Model Number	Description	NJPA Member Pricing
DX-B450P	45 PPM B&W Workgroup Monochrome Printer includes 533 MHz controller, 10/100Base-TX Ethernet / USB 2.0 / IEEE 1284 / RS-232C Serial ports, Adobe® PostScript® /PCL@5e/PCL6 page description languages, dual paper drawers - one 550-sheet drawer and one 150-sheet drawer. Also includes starter toner cartridge (estimated 6,000 page yield @ 5% image area).	\$748.00

Options & Accessories

Cabinets

DX-B45ABD	Deluxe Copier Stand	70.00
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Output Options

DX-DUX2	Duplex Unit	144.00
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Tray Options

DX-CSX2	550 Sheet Adjustable Paper Tray	178.00
DX-TEX1	Offset Catch Tray	178.00

Miscellaneous

DX-HD50	40 GB Hard Disk Drive	178.00
DX-SM50	512 MB Expansion Memory	134.00

Supplies

DX-B45DTH	High Yield Toner Cartridge - Estimated 21,000 Pages @ 5% Image Area	158.00
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* Customer site installation/training includes set-up as printer/copier ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Sharp Representative with any questions. A Digital Site Survey is required.

SHARP®

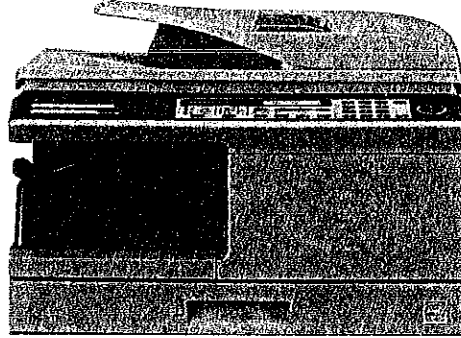
Fax

National Joint Powers Alliance®
Contract #100312-SEC

FO-2081 Multifunctional Document Communication System

Features at a glance

- ◆ Super G3 33.6 Kbps Modem
- ◆ 2 MB Memory (approximately 50 pages)
- ◆ 550 Sheet Paper Capacity (letter/legal)
- ◆ 20 PPM Print Speed
- ◆ 50 Sheet Auto Reversing Single Pass Feeder
- ◆ Network Printing
- ◆ Digital Copying
- ◆ Copy both sides of an ID card onto a single page
- ◆ Ships with Button Manager and Sharpdesk



NJPA Member Pricing
\$718.00

Additional Features, Options & Accessories

- ◆ Auto Duplexing
- ◆ Offset Stacking and E-Sort
- ◆ Full Color PC Scanning
- ◆ Data Transfer Function
- ◆ 100 Speed Dial Numbers / 18 Rapid Dials
- ◆ Supported by MySharp
- ◆ Import / Export of Address Book
- ◆ Auto Redialing
- ◆ Power Save Function
- ◆ Error Correction Mode
- ◆ Anti Junk Fax Function
- ◆ Polling
- ◆ 18 Personal Auto-Dial Phone Books with storage capacity of up to 100 numbers
- ◆ Serial Polling (up to 100 locations)
- ◆ Memory Polling
- ◆ Polling Security
- ◆ Broadcasting (up to 100 destinations)
- ◆ Timer Transmission
- ◆ Transmission Reservation
- ◆ Chain Dialing
- ◆ Remote Reception Function
- ◆ Distinctive Ringing
- ◆ Cover Sheet
- ◆ Message Function
- ◆ Online Manual Available
- ◆ Dimensions: 20 3/8" (W) x 18 1/8" (D) x 14 3/4" (H) weight 42.1 lbs.

Additional Accessories

MX-CS10	250 Sheet Paper Tray	111.00
MX-201ABD	Deluxe Facsimile Stand	93.00

Supplies

FO-56ND	Toner/Developer Cartridge	92.00
FO-55DR	Drum Cartridge	64.00

Note: Ships with 1 full drum yield (est. 18,000 pages) and 1 starter Toner/Developer - (est. 2,000 pages)

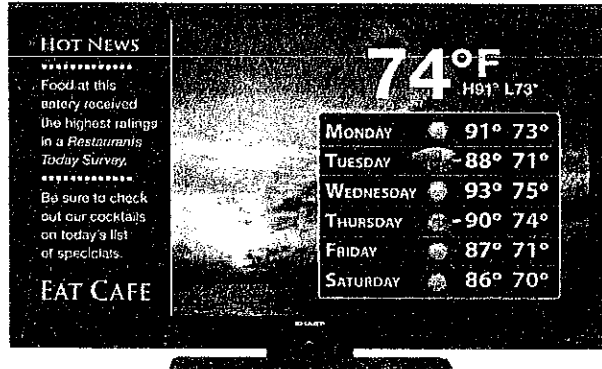
SHARP®

**LED and LCD Monitors
Including
AQUOS BOARD™
Interactive Whiteboard**

LB-T422U

Commercial - Grade HDTV LED Display

- ◆ 42" Class (42" Diagonal) Widescreen HDTV LED Display
- ◆ 1920 x 1080 Resolution with 6,000:1 Contrast Ratio and 6ms Response Time
- ◆ Edge-lit White LED Backlight
- ◆ Built-in TV Tuner
- ◆ Full Array of Connectivity Options: Audio/Video, HDMI®, USB, LAN port and RS-232
- ◆ Built-in 10 Watt Built-in Speakers
- ◆ Compatible with SDSS™ Sharp Digital Signage Software



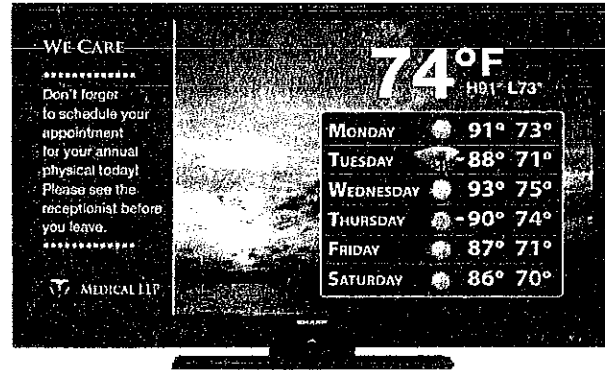
Model Number	Description	Customer Pricing
LB-T422U	42" Class (42" Diagonal) Commercial - Grade HDTV LED Display with built-in TV tuner, edge-lit white LED backlight and 3-year OnSite Limited Warranty (covering parts, labor and backlight). It has built-in 10W Built-in Speakers and includes HDMI®, USB, LAN port and RS-232 connectivity. The LB-T422U is the optimal choice for bars, restaurants, waiting rooms and lobbies - wherever they will be on public display and 24/7 use is not required.	\$880.00

Options & Accessories		
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	\$789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

LB-T462U

Commercial - Grade HDTV LED Display

- ◆ 46" Class (45-63/64" Diagonal) Widescreen HDTV LED Display
- ◆ 1920 x 1080 Resolution with 6,000:1 Contrast Ratio and 6ms Response Time
- ◆ Edge-lit White LED Backlight
- ◆ Built-in TV Tuner
- ◆ Full Array of Connectivity Options: Audio/Video, HDMI®, USB, LAN port and RS-232
- ◆ Built-in 10 Watt Built-in Speakers
- ◆ Compatible with SDSS™ Sharp Digital Signage Software



Model Number	Description	Customer Pricing
LB-T462U	46" Class (45-63/64" Diagonal) Commercial - Grade HDTV LED Display with built-in TV tuner, edge-lit white LED backlight and 3-year OnSite Limited Warranty (covering parts, labor and backlight). It has built-in 10W Built-in Speakers and includes HDMI®, USB, LAN port and RS-232 connectivity. The LB-T462U is the optimal choice for bars, restaurants, waiting rooms and lobbies - wherever they will be on public display and 24/7 use is not required.	\$1,051.00

Options & Accessories		
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	\$789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

PN-E421

Flat - Panel Professional Large-Format LCD Monitors

- ◆ 42" Class (42" Diagonal) widescreen TFT LCD Full Color Professional Display Monitor
- ◆ High Definition (Native 1920 x 1080) Resolution with 3000:1 Contrast Ratio and 8ms Response Time
- ◆ Designed for Extended Use (i.e., "24/7") in both Landscape and Portrait Mode Applications
- ◆ Full Complement of Inputs and Outputs for Easy Connectivity
- ◆ Dual Screen Display / Picture-in-Picture (PIP) / Picture-by-Picture (PbyP) capabilities
- ◆ Mirror Display Mode (Daisy Chain Connection)
- ◆ Built-in 10 Watt Per Channel Stereo Speakers
- ◆ Fanless Architecture that maintains airflow and dissipates heat without the use of mechanical fans
- ◆ Built-In Temperature Sensor to detect and adjust the temperature within operational level



Model Number	Description	Customer Pricing
PN-E421	42" Class (42" Diagonal) Full Color Professional LCD Display Monitor - 24/7 Rated with 3-year OnSite Limited Warranty (covering parts, labor and backlight), Built-in 10W/Channel Stereo Speaker System. Includes HDMI® Input, D-Sub 15-Pin Analog RGB Input, Stereo Audio Input, Stereo Audio Line Output and RS-232C Serial Control Input/Output. Offers compatibility with PN-ZB01 optional input/output expansion board and optional PN-TPC1 signage controller. Built in an ISO 9001 certified factory and offering low power consumption, this monitor is exceptionally environmentally friendly.	\$1,092.00

Options & Accessories		
PN-ZB01	Input/Output Expansion Board	\$256.00
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	1,126.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at reach viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

PN-E421P

Flat - Panel Professional Large-Format LCD Monitors

- ◆ 42" Class (42" Diagonal) widescreen TFT LCD Full Color Professional Display Monitor with integrated protective overlay
- ◆ High Definition (Native 1920 x 1080) Resolution with 3000:1 Contrast Ratio and 8ms Response Time
- ◆ Designed for Extended Use (i.e., "24/7") in both Landscape and Portrait Mode Applications
- ◆ Full Complement of Inputs and Outputs for Easy Connectivity
- ◆ Dual Screen Display / Picture-in-Picture (PIP) / Picture-by-Picture (PbyP) capabilities
- ◆ Mirror Display Mode (Daisy Chain Connection)
- ◆ Built-in 10 Watt Per Channel Stereo Speakers
- ◆ Fanless Architecture that maintains airflow and dissipates heat without the use of mechanical fans
- ◆ Built-In Temperature Sensor to detect and adjust the temperature within operational level



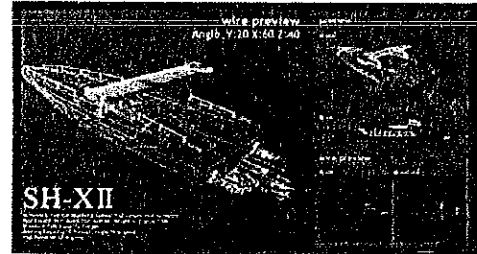
Model Number	Description	Customer Pricing
PN-E421P	42" Class (42" Diagonal) Full Color Professional LCD Display Monitor with an integrated protective overlay - 24/7 Rated with 3-year OnSite Limited Warranty (covering parts, labor and backlight). Built-in 10W/Channel Stereo Speaker System. Includes HDMI® Input, D-Sub 15-Pin Analog RGB Input, Stereo Audio Input, Stereo Audio Line Output and RS-232C Serial Control Input/Output. Offers compatibility with PN-ZB01 optional input/output expansion board and optional PN-TPC1 signage controller. Built in an ISO 9001 certified factory and offering low power consumption, this monitor is exceptionally environmentally friendly. Available on a special order basis.	\$2,364.00

Options & Accessories		
PN-ZB01	Input/Output Expansion Board	\$256.00
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	1,126.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at reach viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

PN-E471R

Flat - Panel Professional Large-Format LCD Monitors

- ◆ 47" Class (47" Diagonal) widescreen TFT LCD Full Color Professional Display Monitor
- ◆ High Definition (Native 1920 x 1080) Resolution with 1200:1 Contrast Ratio and 9ms Response Time
- ◆ Designed for Extended Use (i.e., "24/7") in both Landscape and Portrait Modes
- ◆ Full Complement of Inputs and Outputs for Easy Connectivity
- ◆ Dual Screen Display / Picture-in-Picture (PIP) / Picture-by-Picture (PbyP) capabilities
- ◆ Mirror Display Mode (Daisy Chain Connection)
- ◆ Built-in 10 Watt Per Channel Stereo Speakers
- ◆ Fanless Architecture that maintains airflow and dissipates heat without the use of mechanical fans
- ◆ Built-In Temperature Sensor to detect and adjust the temperature within operational level



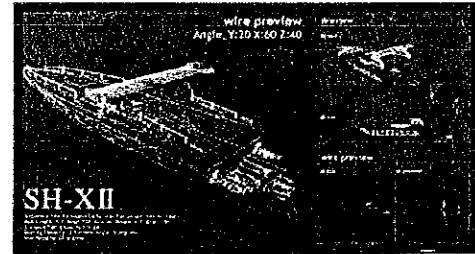
Model Number	Description	Customer Pricing
PN-E471R	<i>The 47" Class PN-E471R LCD Monitor offers exceptionally high image quality and reliability for use in commercial display and digital signage applications. 24/7 certified, the thin bezel PN-E471R offers full 1920 x 1080 (1080p) resolution from analog RGB, digital RGB and HDTV video sources. Fanless architecture helps ensure ultra-quiet reliable operation, and optional input/output expansion board and signage controller provide maximum flexibility. The PN-E471R LCD display professional monitor is fully compatible with SDSS™ Sharp Digital Signage Software and is backed by a 3-year on-site limited warranty (covering parts, labor and backlight). Built in an ISO 9001 certified factory and offering low power consumption, this monitor is exceptionally environmentally friendly.</i>	\$1,579.00

Options & Accessories		
PN-ZB01	Input/Output Expansion Board	\$256.00
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	1,126.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at reach viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

PN-E471RP

Flat - Panel Professional Large-Format LCD Monitors

- ◆ 47" Class (47" Diagonal) widescreen TFT LCD Full Color Professional Display Monitor with integrated protective overlay
- ◆ High Definition (Native 1920 x 1080) Resolution with 1200:1 Contrast Ratio and 9ms Response Time
- ◆ Designed for Extended Use (i.e., "24/7") in both Landscape and Portrait Modes
- ◆ Full Complement of Inputs and Outputs for Easy Connectivity
- ◆ Dual Screen Display / Picture-in-Picture (PIP) / Picture-by-Picture (PbyP) capabilities
- ◆ Mirror Display Mode (Daisy Chain Connection)
- ◆ Built-in 10 Watt Per Channel Stereo Speakers
- ◆ Fanless Architecture that maintains airflow and dissipates heat without the use of mechanical fans
- ◆ Built-In Temperature Sensor to detect and adjust the temperature within operational level



Model Number	Description	Customer Pricing
PN-E471RP	<i>The 47" Class PN-E471RP LCD Monitor with an integrated protective acrylic overlay offers exceptionally high image quality and reliability for use in commercial display and digital signage applications. 24/7 certified, the thin bezel PN-E471RP offers full 1920 x 1080 (1080p) resolution from analog RGB, digital RGB and HDTV video sources. Fanless architecture helps ensure ultra-quiet reliable operation, and optional input/output expansion board and signage controller provide maximum flexibility. The PN-E471RP LCD display professional monitor is fully compatible with SDSS™ Sharp Digital Signage Software and is backed by a 3-year on-site limited warranty (covering parts, labor and backlight). Built in an ISO 9001 certified factory and offering low power consumption, this monitor is exceptionally environmentally friendly. Available on a special order basis.</i>	\$3,278.00

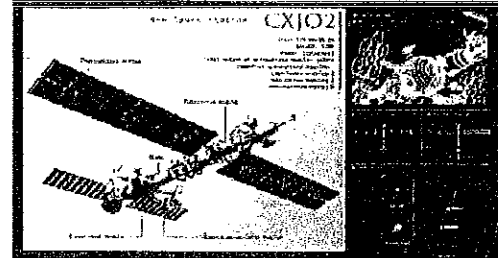
Options & Accessories		
PN-ZB01	Input/Output Expansion Board	\$256.00
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	1,126.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

National Joint Powers Alliance®
Contract #100312-SEC

PN-E521

Flat - Panel Professional Large-Format LCD Monitors

- ◆ 52" Class (52" Diagonal) widescreen UV²A LCD Full Color Professional Display Monitor
- ◆ High Definition (Native 1920 x 1080) Resolution with 5000:1 Contrast Ratio and 6ms Response Time
- ◆ Designed for Extended Use (i.e., "24/7") in both Landscape and Portrait Mode Applications
- ◆ Full Complement of Inputs and Outputs for Easy Connectivity
- ◆ Dual Screen Display / Picture-in-Picture (PIP) / Picture-by-Picture (PbyP) capabilities
- ◆ Mirror Display Mode (Daisy Chain Connection)
- ◆ Built-in 10 Watt Per Channel Stereo Speakers
- ◆ Fanless Architecture that maintains airflow and dissipates heat without the use of mechanical fans
- ◆ Built-In Temperature Sensor to detect and adjust the temperature within operational level



Model Number	Description	Customer Pricing
PN-E521	52" Class (52" Diagonal) Full Color Professional LCD Display Monitor - 24/7 Rated with 3-year On Site Limited Warranty (covering parts, labor and backlight). Built-in 10W/Channel Stereo Speaker System. Includes HDMI Input, D-Sub 15-Pin Analog RGB Input, Stereo Audio Input, Stereo Audio Line Output and RS-232C Serial Control Input/Output. Offers compatibility with PN-ZB01 optional input/output expansion board and optional PN-TPC1 signage controller. Built in an ISO 9001 certified factory and offering low power consumption, this monitor is exceptionally environmentally friendly. In addition, the internal LCD components utilized are manufactured at one of the world's most environmentally conscious manufacturing complexes, Sharp Green Front Sakai in Japan.	\$2,478.00

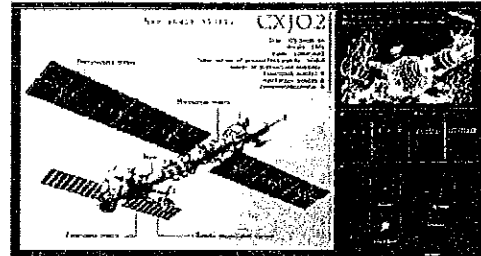
Options & Accessories		
PN-ZB01	Input/Output Expansion Board	\$256.00
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	1,126.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at reach viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

National Joint Powers Alliance®
Contract #100312-SEC

PN-E521P

Flat - Panel Professional Large-Format LCD Monitors

- ◆ 52" Class (52" Diagonal) widescreen UV²A LCD Full Color Professional Display Monitor with integrated protected overlay
- ◆ High Definition (Native 1920 x 1080) Resolution with 5000:1 Contrast Ratio and 6ms Response Time
- ◆ Designed for Extended Use (i.e., "24/7") in both Landscape and Portrait Mode Applications
- ◆ Full Complement of Inputs and Outputs for Easy Connectivity
- ◆ Dual Screen Display / Picture-in-Picture (PIP) / Picture-by-Picture (PbyP) capabilities
- ◆ Mirror Display Mode (Daisy Chain Connection)
- ◆ Built-in 10 Watt Per Channel Stereo Speakers
- ◆ Fanless Architecture that maintains airflow and dissipates heat without the use of mechanical fans
- ◆ Built-In Temperature Sensor to detect and adjust the temperature within operational level



Model Number	Description	Customer Pricing
PN-E521P	52" Class (52" Diagonal) Full Color Professional LCD Display Monitor with an integrated protective overlay - 24/7 Rated with 3-year On Site Limited Warranty (covering parts, labor and backlight). Built-in 10W/Channel Stereo Speaker System. Includes HDMI Input, D-Sub 15-Pin Analog RGB Input, Stereo Audio Input, Stereo Audio Line Output and RS-232C Serial Control Input/Output. Offers compatibility with PN-ZB01 optional input/output expansion board and optional PN-TPC1 signage controller. Built in an ISO 9001 certified factory and offering low power consumption, this monitor is exceptionally environmentally friendly. In addition, the internal LCD components utilized are manufactured at one of the world's most environmentally conscious manufacturing complexes, Sharp Green Front Sakai in Japan. Available on a special order basis.	\$4,117.00

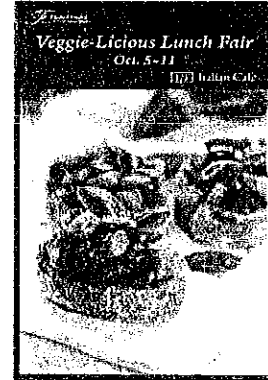
Options & Accessories		
PN-ZB01	Input/Output Expansion Board	\$256.00
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	1,126.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at reach viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

National Joint Powers Alliance®
Contract #100312-SEC

PN-A601

Flat - Panel Professional Large-Format LED-LCD Monitor

- ◆ 60" Class (60" Diagonal) Ultra-High Brightness widescreen UV²A LCD Full Color Professional Display Monitor
- ◆ Up to 2,000 cd/m² Brightness; Up to 1,000,000:1 Contrast Ratio
- ◆ Full Array LED Backlight with Local Dimming
- ◆ 1920 x 1080 Resolution from Digital, Analog RGB and HD Video Sources
- ◆ Optional Media Player PC attaches to Rear of Display
- ◆ Compatible for 24/7 use in Landscape and Portrait Modes
- ◆ 3-Year On-Site Parts/Labor/Backlight Limited Warranty



Model Number	Description	Customer Pricing
PN-A601	<i>For compelling digital signage in shopping malls, transportation hubs, college campuses and sports and entertainment facilities, the Sharp PN-A601 is a smart choice. This 60" class (60" diagonal) LED-LCD monitor offers ultra-high brightness of 2,000 cd/m² for superb visibility, even in brightly lit high ambient light settings. The PN-A601 also provides exceptionally high image quality in full 1080p HD, with the energy savings of a full-array backlight in combination with local dimming. Engineered to meet the rigors of a wide range of commercial display and digital signage applications, the PN-A601 is 24/7 certified and supported with a 3-year on-site limited warranty.</i>	\$10,352.00

Options & Accessories		
PN-ZB01	Input/Output Expansion Board	\$256.00
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	1,126.00
PN-ZF01	Cross flow Fan Option. Helps the display run cool and efficient in installations with limited air flow in front of the display. For video walls, one fan should be installed at the base of each column of displays.	1,822.00
PN-ZR01	Control Kit (remote controller and remote control sensor box)*	146.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

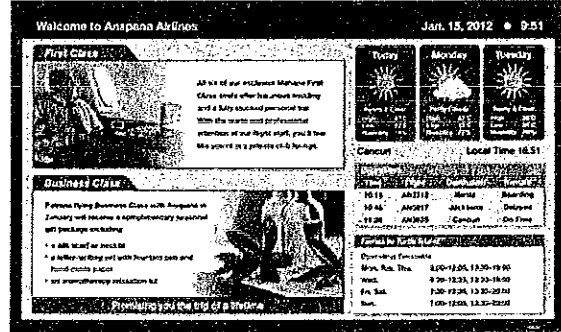
* Functions as an external brightness sensor

National Joint Powers Alliance®
Contract #100312-SEC

PN-E602

Flat - Panel Professional Large-Format LED Monitor

- ◆ 60" Class (60 1/16" Diagonal) widescreen UV²A LED Full Color Professional Display Monitor
- ◆ High Definition (Native 1920 x 1080) Resolution with 4000:1 Contrast Ratio and 6ms Response Time
- ◆ Designed for Extended Use (i.e., "24/7") in both Landscape and Portrait Mode Applications
- ◆ Full Complement of Inputs and Outputs for Easy Connectivity
- ◆ Optional Media Player PC and Expansion Board
- ◆ Fanless Architecture that maintains airflow and dissipates heat without the use of mechanical fans
- ◆ Built-in 7 Watt Per Channel Stereo Speakers
- ◆ 3-Year onsite limited warranty



Model Number	Description	Customer Pricing
PN-E602	60" Class (60 1/16" Diagonal) Full Color Professional LED Display Monitor provides spectacular full-color HD images with remarkable image quality. With its integrated slot for optional media player and 24/7 reliability, the PN-E602 is designed to meet the rigors of a wide range of commercial display and digital signage applications. Sharp's UV ² A photo-alignment technology helps create brilliant color images, and its LED backlight helps ensure energy efficiency and reliability along with legibility of text.	\$3,284.00

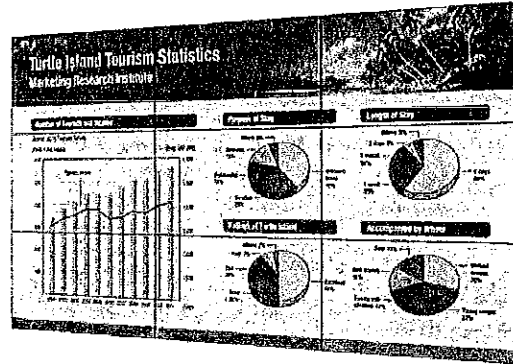
Options & Accessories		
PN-ZB01	Input/Output Expansion Board	\$256.00
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	1,126.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at reach viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

National Joint Powers Alliance®
Contract #100312-SEC

PN-V600

Flat - Panel Professional Large-Format LED Monitors

- ◆ 60" Class (60" Diagonal) Professional widescreen LED Monitor with World's Slimmest Bezel*
- ◆ 1366 x 768 Resolution with 2400:1 Contrast Ratio
- ◆ Up to 450 cd/m² brightness
- ◆ Full-Array LED Backlight
- ◆ Full Complement of Inputs and Outputs for Easy Connectivity
- ◆ Enlarge (Zoom) Display Mode (for up to 25 Monitors) to create video wall
- ◆ Optional Control Kit allows all monitors in a video wall to be operated using one remote
- ◆ Optional Input/Output Expansion Board for enhanced connectivity
- ◆ Built-in 10 Watt Per Channel Stereo Speakers



PN-V600 shown as video wall

Model Number	Description	Customer Pricing
PN-V600	60" Class (60" Diagonal) Professional LED Monitor with World's Slimmest Bezel*. 24/7 Rated with 3-year On Site Limited Warranty (covering parts, labor and backlight). Full array LED backlight provides uniform brightness; enlarge (zoom) mode for video walls up to 5x5; built-in 10W per channel stereo audio amplifier. Includes HDMI® Input, D-Sub 15-Pin Analog RGB Input, Stereo Audio Input, Stereo Audio Line Output and RS-232C Serial Control Input/Output. Offers compatibility with PN-ZB02 optional input/output expansion board. Use PN-ZR01 optional control kit for controlling all monitors in a video wall from a single remote. Built in an ISO 9001 certified factory and offering low power consumption, this monitor is exceptionally environmentally friendly. In addition, the internal LED components utilized are manufactured at one of the world's most environmentally conscious manufacturing complexes, Sharp Green Front Sakai in Japan.	\$6,192.00

Options & Accessories		
PN-ZB02	Optional Input/Output Expansion Board for use with PN-V601/PN-V602. Adds DVI-D Input/Output, 5-BNC Analog RGB Input, Component Video Input, S-Video Input, BNC Composite Video Input, Two Stereo Audio Inputs, RJ-45 LAN Control Output and Loudspeaker Output	\$256.00
PN-ZR01	Control Kit that permits the monitors in a video wall to be controlled using one remote controller when one monitor is fitted with a remote control sensor box (included)	146.00
PN-ZR31	Optional Fan Cover. For use when display is mounted horizontally in a "face up" installation.	650.00
PN-ZR32	Optional Long Mirror Frame - for use between the "longer" sides of display.	310.00
PN-ZR33	Optional Short Mirror Frame - for use between the "shorter" sides of the display.	298.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00

* Based on published information as of August 1, 2012.



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PN-V600

Flat - Panel Professional Large-Format LED Monitors

Model Number	Description	Customer Pricing
Options & Accessories (continued)		
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00
PN-PW440	Bundled hardware for 4 x 4 wall mount	9,514.00
PN-PW330	Bundled hardware for 3 x 3 wall mount	5,351.00
PN-PW220	Bundled hardware for 2 x 2 wall mount	2,379.00
PN-PW310	Bundled hardware for 3 x 1 wall mount	1,847.00
PN-PS440	Bundled hardware for 4 x 4 free standing display	17,776.00
PN-PS330	Bundled hardware for 3 x 3 free standing display	11,391.00
PN-PS220	Bundled hardware for 2 x 2 free standing display	5,508.00
PN-PS310	Bundled hardware for 3 x 1 free standing portrait display	5,069.00
PN-PS220-EXP	Expansion mounting hardware add-on kit for use with PN-PS220. Permits additional column of displays to be added to 2x2 free standing video wall	3,436.00
PN-PS330-EXP	Expansion mounting hardware add-on kit for use with PN-PS330. Permits additional column of displays to be added to 3x3 free standing video wall	4,250.00
PN-PS310-EXP	Expansion mounting hardware add-on kit for use with PN-PS310. Permits additional column of displays to be added to 3x1 free standing video wall	2,914.00
PN-PS440-EXP	Expansion mounting hardware add-on kit for use with PN-PS440. Permits additional column of displays to be added to 4x4 free standing video wall	4,979.00

PN-V601

Flat - Panel Professional Large-Format LED Monitors

- ◆ 60" Class (60" Diagonal) Professional widescreen LED Monitor with World's Slimmest Bezel*
- ◆ 1366 x 768 Resolution with 2400:1 Contrast Ratio
- ◆ Up to 700 cd/m² brightness
- ◆ Full-Array LED Backlight
- ◆ Full Complement of Inputs and Outputs for Easy Connectivity
- ◆ Enlarge (Zoom) Display Mode (for up to 25 Monitors) to create video wall
- ◆ Optional Control Kit allows all monitors in a video wall to be operated using one remote
- ◆ Optional Input/Output Expansion Board for enhanced connectivity
- ◆ Built-in 10 Watt Per Channel Stereo Speakers



PN-V601 shown as video wall

Model Number	Description	Customer Pricing
PN-V601	60" Class (60" Diagonal) Professional LED Monitor with World's Slimmest Bezel*. 24/7 Rated with 3-year On Site Limited Warranty (covering parts, labor and backlight). Full array LED backlight provides uniform brightness; enlarge (zoom) mode for video walls up to 5x5; built-in 10W per channel stereo audio amplifier. Includes HDMI® Input, D-Sub 15-Pin Analog RGB Input, Stereo Audio Input, Stereo Audio Line Output and RS-232C Serial Control Input/Output. Offers compatibility with PN-ZB02 optional input/output expansion board. Use PN-ZR01 optional control kit for controlling all monitors in a video wall from a single remote. Built in an ISO 9001 certified factory and offering low power consumption, this monitor is exceptionally environmentally friendly. In addition, the internal LED components utilized are manufactured at one of the world's most environmentally conscious manufacturing complexes, Sharp Green Front Sakai in Japan.	\$6,922.00

Options & Accessories		
PN-ZB02	Optional Input/Output Expansion Board for use with PN-V601/PN-V602. Adds DVI-D Input/Output, 5-BNC Analog RGB Input, Component Video Input, S-Video Input, BNC Composite Video Input, Two Stereo Audio Inputs, RJ-45 LAN Control Output and Loudspeaker Output	\$256.00
PN-ZR01	Control Kit that permits the monitors in a video wall to be controlled using one remote controller when one monitor is fitted with a remote control sensor box (included)	146.00
PN-ZR31	Optional Fan Cover. For use when display is mounted horizontally in a "face up" installation.	650.00
PN-ZR32	Optional Long Mirror Frame - for use between the "longer" sides of display.	310.00
PN-ZR33	Optional Short Mirror Frame - for use between the "shorter" sides of the display. -	298.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at reach viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00

* Based on published information as of August 1, 2012.



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PN-V601

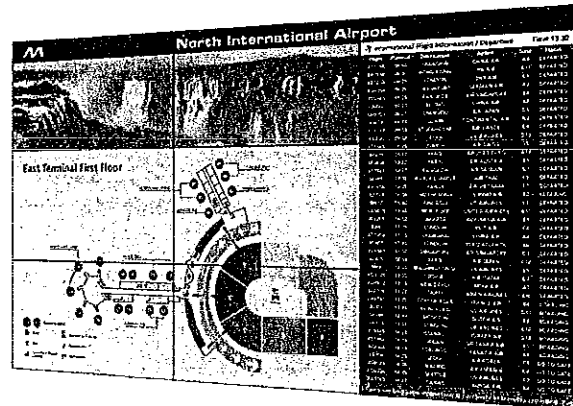
Flat - Panel Professional Large-Format LED Monitors

Model Number	Description	Customer Pricing
Options & Accessories (continued)		
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00
PN-PW440	Bundled hardware for 4 x 4 wall mount	9,514.00
PN-PW330	Bundled hardware for 3 x 3 wall mount	5,351.00
PN-PW220	Bundled hardware for 2 x 2 wall mount	2,379.00
PN-PW310	Bundled hardware for 3 x 1 wall mount	1,847.00
PN-PS440	Bundled hardware for 4 x 4 free standing display	17,776.00
PN-PS330	Bundled hardware for 3 x 3 free standing display	11,391.00
PN-PS220	Bundled hardware for 2 x 2 free standing display	5,508.00
PN-PS310	Bundled hardware for 3 x 1 free standing portrait display	5,069.00
PN-PS220-EXP	Expansion mounting hardware add-on kit for use with PN-PS220. Permits additional column of displays to be added to 2x2 free standing video wall	3,436.00
PN-PS330-EXP	Expansion mounting hardware add-on kit for use with PN-PS330. Permits additional column of displays to be added to 3x3 free standing video wall	4,250.00
PN-PS310-EXP	Expansion mounting hardware add-on kit for use with PN-PS310. Permits additional column of displays to be added to 3x1 free standing video wall	2,914.00
PN-PS440-EXP	Expansion mounting hardware add-on kit for use with PN-PS440. Permits additional column of displays to be added to 4x4 free standing video wall	4,979.00

PN-V602

Flat - Panel Professional Large-Format LED Monitor

- ◆ 60" Class (60" Diagonal) High Brightness LED Video Wall Monitor with World's Slimmest Bezel*
- ◆ Up to 1500 cd/m² brightness; up to 1,000,000:1 Contrast Ratio
- ◆ Full-Array LED Backlight with local dimming
- ◆ Wide Complement of Inputs and Outputs plus Optional Input/Output Expansion Board for enhanced connectivity
- ◆ Enlarge (Zoom) Display Mode (for up to 25 Monitors) to easily create video walls up to 5 x 5
- ◆ Optional Control Kit allows all monitors in a video wall to be operated using one remote
- ◆ Compatible for 24/7 Use in Landscape and Portrait Modes
- ◆ Built-in 10 Watt Per Channel Stereo Audio Amplifier



PN-V602 shown in 3 x 3 video wall configuration

Model Number	Description	Customer Pricing
PN-V602	60" Class (60" Diagonal) Professional High Brightness LED Monitor with World's Slimmest Bezel*. 24/7 Rated with 3-year On Site Limited Warranty (covering parts, labor and backlight). Full array LED backlight with local dimming provides exceptionally high brightness (up to 1,500 cd/m ²) and contrast ratio (up to 1,000,000:1). Enlarge (zoom) mode for video walls up to 5 x 5; built-in 10W per channel stereo audio amplifier. Includes HDMI® Input, D-Sub 15-Pin Analog RGB Input, Stereo Audio Input, Stereo Audio Line Output and RS-232C Serial Control Input/Output. Offers compatibility with PN-ZB02 optional input/output expansion board. Use PN-ZR01 optional control kit for controlling all monitors in a video wall from a single remote. Built in an ISO 9001 certified factory and offering low power consumption, this monitor is exceptionally environmentally friendly. In addition, the internal LED components utilized are manufactured at one of the world's most environmentally conscious manufacturing complexes, Sharp Green Front Sakai in Japan.	\$12,143.00

Options & Accessories		
PN-ZB02	Optional Input/Output Expansion Board for use with PN-V601/PN-V602. Adds DVI-D Input/Output, 5-BNC Analog RGB Input, Component Video Input, S-Video Input, BNC Composite Video Input, Two Stereo Audio Inputs, RJ-45 LAN Control Output and Loudspeaker Output	\$256.00
PN-ZF01	Cross flow Fan Option. Helps the display run cool and efficient in installations with limited air flow in front of the display. For video walls, one fan should be installed at the base of each column of displays.	1,822.00
PN-ZR01	Control Kit that permits the monitors in a video wall to be controlled using one remote controller when one monitor is fitted with a remote control sensor box (included)	146.00
PN-ZR31	Optional Fan Cover. For use when display is mounted horizontally in a "face up" installation.	650.00
PN-ZR32	Optional Long Mirror Frame - for use between the "longer" sides of display.	310.00
PN-ZR33	Optional Short Mirror Frame - for use between the "shorter" sides of the display.	298.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at reach viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00

PN-V602

Flat - Panel Professional Large-Format LED Monitor

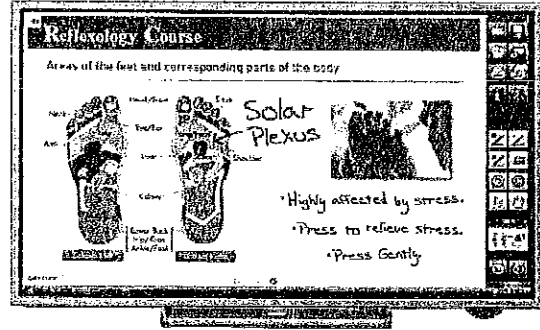
* Based on published information as of August 1, 2012.

Model Number	Description	Customer Pricing
Options & Accessories (continued)		
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00
PN-PW440	Bundled hardware for 4 x 4 wall mount.	9,514.00
PN-PW330	Bundled hardware for 3 x 3 wall mount.	5,351.00
PN-PW220	Bundled hardware for 2 x 2 wall mount.	2,379.00
PN-PW310	Bundled hardware for 3 x 1 wall mount.	1,847.00
PN-PS440	Bundled hardware for 4 x 4 free standing display.	17,776.00
PN-PS330	Bundled hardware for 3 x 3 free standing display.	11,391.00
PN-PS220	Bundled hardware for 2 x 2 free standing display.	5,508.00
PN-PS310	Bundled hardware for 3 x 1 free standing portrait display.	5,069.00
PN-PS220-EXP	Expansion mounting hardware add-on kit for use with PN-PS220. Permits additional column of displays to be added to 2x2 free standing video wall.,	3,436.00
PN-PS330-EXP	Expansion mounting hardware add-on kit for use with PN-PS330. Permits additional column of displays to be added to 3x3 free standing video wall.,	4,250.00
PN-PS310-EXP	Expansion mounting hardware add-on kit for use with PN-PS310. Permits additional column of displays to be added to 3x1 free standing video wall.,	2,914.00
PN-PS440-EXP	Expansion mounting hardware add-on kit for use with PN-PS440. Permits additional column of displays to be added to 4x4 free standing video wall.,	4,979.00

PN-L602B

Sharp AQUOS BOARD Interactive Display System

- ◆ Spectacular 60" class (60" diagonal) screen size
- ◆ Brilliant high definition LED display with energy-efficient design
- ◆ Display, annotate, store and share information
- ◆ Touch-screen operation with pen or finger
- ◆ User-intuitive Sharp Pen Software™
- ◆ High performance infrared detection system for quick response
- ◆ Compatible with Microsoft Windows® 7, Microsoft® Touch Pack for Windows 7, and Microsoft Office® 2010
- ◆ Direct Sharp MFP connectivity to import/export data
- ◆ Built-in whiteboard templates: calendar, to-do list and more
- ◆ 3-Year onsite limited warranty; engineered for 24/7 commercial use



Model Number	Description	Customer Pricing
PN-L602B	<p>60" class (60" diagonal) screen AQUOS BOARD Interactive Touch-Screen Full Color Electronic Whiteboard LED Display Monitor - 24/7 Rated with 3-year On Site Limited Warranty (covering parts and limited labor).</p> <p>The spectacular Sharp PN-L602B 60" class (60" diagonal) LED interactive display system with full 1920 x 1080 HD resolutions offers a high quality, high impact alternative to interactive projectors in many corporate, government and educational settings. Use it as a digital whiteboard – as a multipurpose business tool with the included Sharp Pen Software™; use it as a data display for presentations, command and control and data viewing; use it as a remote collaboration tool to conduct webinars and video conferences; use it as an interactive signage monitor for wayfinding and other interactive applications. For versatility, performance and value, there's never been a better time to think BIG – and think Sharp.</p>	\$4,614.00
PNL602BP2	All in one interactive display solution. Package includes PN-L602B display, PN-TPC2W7A whiteboard PC, and PN-SR760M rolling cart floor stand. Each item packed separately	\$6,397.00

Options & Accessories		
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	\$1,126.00
PN-SR760M	Rolling Cart Floor Stand	657.00
PN-SR760ACC1	Optional keyboard and PC tray for use with PN-SR760M	103.00
PN-ZC01	Touch Application Pad for all AQUOS BOARD Models	425.00
PN-ZB01	Input/Output Expansion Board	256.00

National Joint Powers Alliance®
Contract #100312-SEC

PN-E702

Flat - Panel Professional Large-Format LED Monitor

- ◆ 70" Class (69-1/2" Diagonal) LED Display
- ◆ UV²A photo alignment technology
- ◆ Brilliant, Big Screen Images for Digital Signage
- ◆ High Definition (Native 1920 x 1080) Resolution with 4000:1 Contrast Ratio and 6ms Response Time
- ◆ Designed for Extended Use (i.e., "24/7") in both Landscape and Portrait Mode Applications
- ◆ Optional Media Player PC and Expansion Board for Maximum Flexibility
- ◆ Built-in 7 Watt Per Channel Stereo Speakers
- ◆ 3-Year onsite limited warranty



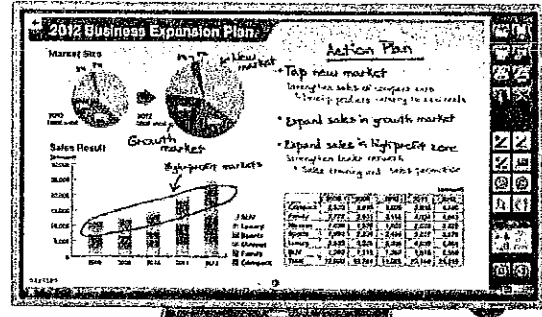
Model Number	Description	Customer Pricing
PN-E702	<i>Think BIG with Sharp's PN-E702 (70" class, 69-1/2" diagonal) LED display. With spectacular full color HD images, 24/7 reliability and integrated slot for optional media player, the PN-E702 is designed to meet the rigors of a wide range of commercial display and digital signage applications. Sharp's UV²A photo-alignment technology helps create brilliant color images, and the full-array LED backlight design positions energy-efficient LEDs evenly across the panel for uniform brightness and greater legibility of text. For conference rooms and classrooms, retail signage and other public display applications, there's never been a better time to think BIG -- and think Sharp!</i>	\$5,215.00

Options & Accessories		
PN-ZB01	Input/Output Expansion Board	\$256.00
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	1,126.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

PN-L702B

Sharp AQUOS BOARD Interactive Display System

- ◆ Spectacular 70" class (69-1/2" diagonal) screen size
- ◆ Brilliant high definition LED display with energy-efficient design
- ◆ Display, annotate, store and share information
- ◆ Touch-screen operation with pen or finger
- ◆ User-intuitive Sharp Pen Software™
- ◆ High performance infrared detection system for quick response
- ◆ Compatible with Microsoft Windows® 7, Microsoft® Touch Pack for Windows 7, and Microsoft Office® 2010
- ◆ Direct Sharp MFP connectivity to import/export data
- ◆ Built-in whiteboard templates: calendar, to-do list and more
- ◆ 3-Year on-site limited warranty; engineered for 24/7 commercial use



Model Number	Description	Customer Pricing
PN-L702B	70" class (69 1/2" diagonal) screen AQUOS BOARD Interactive Touch-Screen Full Color Electronic Whiteboard LED Display Monitor - 24/7 Rated with 3-year On Site Limited Warranty (covering parts and limited labor). The spectacular Sharp PN-L702B 70" class (69 1/2" diagonal) LED interactive display system with full 1920 x 1080 HD resolutions offers a high quality, high impact alternative to interactive projectors in many corporate, government and educational settings. Use it as a digital whiteboard – as a multipurpose business tool with the included Sharp Pen Software™; use it as a data display for presentations, command and control and data viewing; use it as a remote collaboration tool to conduct webinars and video conferences; use it as an interactive signage monitor for wayfinding and other interactive applications. For versatility, performance and value, there's never been a better time to think BIG – and think Sharp.	\$5,464.00
PNL702BP2	All in one interactive display solution. Package includes PN-L702B display, PN-TPC2W7A whiteboard PC, and PN-SR760M rolling cart floor stand. Each item packed separately	\$7,247.00

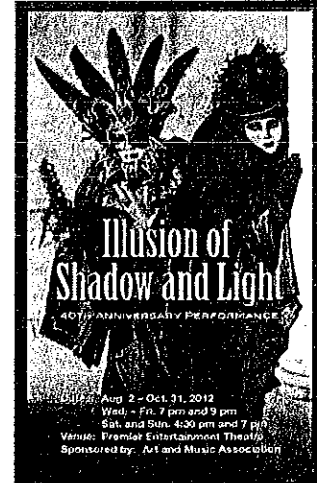
Options & Accessories		
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	\$1,126.00
PN-SR760M	Rolling Cart Floor Stand	657.00
PN-SR760ACC1	Optional keyboard and PC tray for use with PN-SR760M	103.00
PN-ZC01	Touch Application Pad for all AQUOS BOARD Models	425.00
PN-ZB01	Input/Output Expansion Board	256.00

**National Joint Powers Alliance®
Contract #100312-SEC**

PN-E802

Flat - Panel Professional Large-Format LED Monitor

- ◆ 80" Class (80" Diagonal) widescreen UV²A LED Full Color Professional Display Monitor
- ◆ High Definition (Native 1920 x 1080) Resolution with 4000:1 Contrast Ratio and 6ms Response Time
- ◆ Designed for Extended Use (i.e., "24/7") in both Landscape and Portrait Mode Applications
- ◆ Full Complement of Inputs and Outputs for Easy Connectivity
- ◆ Optional Media Player PC and Expansion Board
- ◆ Fanless Architecture that maintains airflow and dissipates heat without the use of mechanical fans
- ◆ Built-in 7 Watt Per Channel Stereo Speakers
- ◆ 3-Year onsite limited warranty



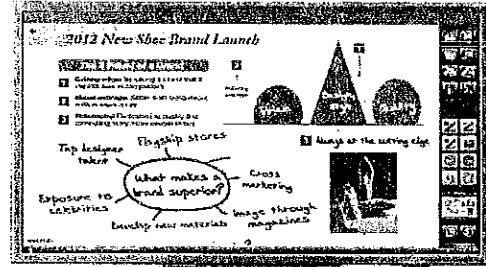
Model Number	Description	Customer Pricing
PN-E802	80" Class (80" Diagonal) Full Color Professional LED Display Monitor provides spectacular full-color HD images with remarkable image quality. With its integrated slot for optional media player and 24/7 reliability, the PN-E802 is designed to meet the rigors of a wide range of commercial display and digital signage applications. Sharp's UV ² A photo-alignment technology helps create brilliant color images, and its LED backlight helps ensure energy efficiency and reliability along with legibility of text.	\$9,830.00

Options & Accessories		
PN-ZB01	Input/Output Expansion Board	\$256.00
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	1,126.00
PN-SS01	Sharp Digital Signage Software (SDSS™) - Standalone Version - standalone software programs digital posters, video information and other content to be delivered and displayed at a pre-scheduled time on a Sharp PN series professional monitor. This software provided as a download.	789.00
PN-SS02	Sharp Digital Signage Software (SDSS™) - Network Version - software permits you to program digital posters, video information and other content to be delivered to up to 100 remote PCs on a network and displayed at pre-scheduled times on Sharp PN series professional monitors. (PN-SV01 viewer software, PC and Sharp PN series monitor required at reach viewer location.) This software provided as a download.	1,579.00
PN-SS05	Sharp Digital Signage Software (SDSS™) - Professional Version - delivers all functions of PN-SS02 (Network Version) with a better interface for managing a large number of screens, up to 1,000 Target PCs. It also adds pull distribution to support DHCP connections. (PN-SV01 viewer software, PC and Sharp PN series monitor required at each viewer location.) This software provided as a download.	4,372.00
PN-SP02	Upgrade from Network (SS02) to Professional (SS05)	2,622.00
PN-SV01	Sharp Digital Signage Software (SDSS™) - Viewer Software- permits the content prepared with PN-SS01 software to be stored on a USB flash drive for playback on another PC and other Sharp PN series monitors. The PN-SV01 viewer software also permits content prepared with PN-SS02 software and distributed over a network to be played back at up to 100 remote locations. (PN-SV01 software, PC and Sharp PN series monitor required at each remote location.) This software provided as a download.	158.00

PN-L802B

Sharp AQUOS BOARD Interactive Display System

- ◆ Spectacular 80" class (80" diagonal) screen size
- ◆ Brilliant high definition LED display with energy-efficient design
- ◆ Display, annotate, store and share information
- ◆ Touch-screen operation with pen or finger
- ◆ User-intuitive Sharp Pen Software™
- ◆ High performance optical imaging touch technology
- ◆ Direct Sharp MFP connectivity to import/export data
- ◆ Built-in whiteboard templates: calendar, to-do list and more
- ◆ 3-Year onsite limited warranty; engineered for 24/7 commercial use



Model Number	Description	Customer Pricing
PN-L802B	<p>80" class (80" diagonal) screen AQUOS BOARD Interactive Touch-Screen Full Color Electronic Whiteboard LED Display Monitor - 24/7 Rated with 3-year On Site Limited Warranty (covering parts and limited labor).</p> <p>The spectacular Sharp PN-L802B 80" class (80" diagonal) LED interactive display system with full 1920 x 1080 HD resolutions offers a high quality, high impact alternative to interactive projectors in many corporate, government and educational settings. Use it as a digital whiteboard – as a multipurpose business tool with the included Sharp Pen Software™; use it as a data display for presentations, command and control and data viewing; use it as a remote collaboration tool to conduct webinars and video conferences; use it as an interactive signage monitor for wayfinding and other interactive applications. For versatility, performance and value, there's never been a better time to think BIG – and think Sharp.</p>	\$9,714.00
PNL802BP2	All in one interactive display solution. Package includes PN-L802B display, PN-TPC2W7A whiteboard PC, PN-SR760M rolling cart floor stand and PN-SR800-ADP adapter mounting plate for the PN-SR760M. Each item packed separately	\$11,637.00

Options & Accessories		
PN-TPC2W7A	Pentium® Dual-Core Whiteboard PC with Windows® 7 Pro (attaches to back of display)	\$1,126.00
PN-SR760M	Rolling Cart Floor Stand	657.00
PN-SR800-ADP	Adapter Mounting Plate for the PN-SR760M	140.00
PN-ZC01	Touch Application Pad for all AQUOS BOARD Models	425.00
PN-ZB01	Input/Output Expansion Board	256.00

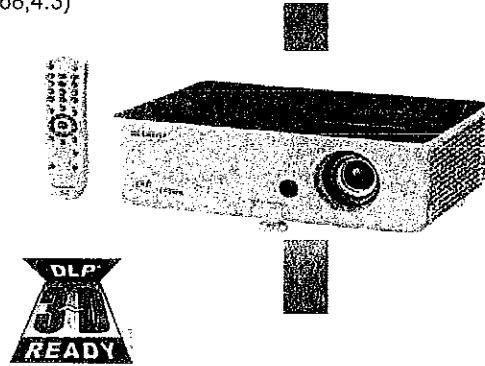
SHARP®

Projectors

National Joint Powers Alliance®
Contract #100312-SEC

PG-LX2000 Conference/Classroom 3D Ready Projector

- ◆ High Brightness with 2,800 Lumens, XGA Native Resolution (1024x768,4:3)
- ◆ 3D Ready with DLP® Link™ Technology
- ◆ BrilliantColor DLP® Technology with Five-Segment Color Wheel
- ◆ Sealed DLP Chip with Filter-Free Design
- ◆ Presentation Assist Remote with PC/Mouse Control
- ◆ Wide Connectivity
- ◆ Lightweight (5.1 lb.) Design - with Full Complement of Inputs and Outputs
- ◆ Easy Setup and Operation with "Quick-Start" On-Screen Setup Guide



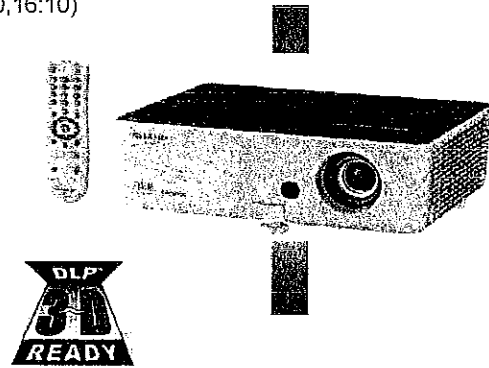
Model Number	Description	Price
PG-LX2000	Sharp's 3D Ready PG-LX2000 takes projection to the next level. In addition to incorporating the latest BrilliantColor DLP technology with DLP Link™ (for high quality 3D projection from a single projector), this fully featured conference/classroom model offers exceptionally vibrant and realistic image reproduction, built-in closed caption decoder and sealed DLP chip with filter-free design. Built in an ISO 14001 certified factory, with low standby power consumption (0.5W) and estimated lamp life of up to 5,000 hours (in eco mode), this lightweight RoHS compatible projector is an environmentally conscious choice.	\$537.00

Options & Accessories		
AN-C3CP2	10' HD-15 Male Component Video Cable	\$37.00
AN-C500SB	Light-Duty Storage Bag	40.00
AN-CMCSS16	16" Security Cable System (for use without AN-EP101B ceiling mount extension tube)	128.00
AN-CMCSS46	46" Security Cable System (for use with AN-EP101B ceiling mount extension tube)	140.00
AN-EP101B	Ceiling Mount Extension Tube w/Collar	91.00
AN-XRCM30	Ceiling Mount Bracket	152.00
X102	3D Active Shutter Glasses	113.00

National Joint Powers Alliance®
Contract #100312-SEC

PG-LW2000 Conference/Classroom 3D Ready Projector

- ◆ High Brightness with 2,800 Lumens, WXGA Native Resolution (1280x800, 16:10)
- ◆ 3D Ready with DLP® Link™ Technology
- ◆ BrilliantColor DLP® Technology with Five-Segment Color Wheel
- ◆ Sealed DLP Chip with Filter-Free Design
- ◆ Presentation Assist Remote with PC/Mouse Control
- ◆ Wide Connectivity
- ◆ Lightweight (5.1 lb.) Design - with Full Complement of Inputs and Outputs
- ◆ Easy Setup and Operation with "Quick-Start" On-Screen Setup Guide



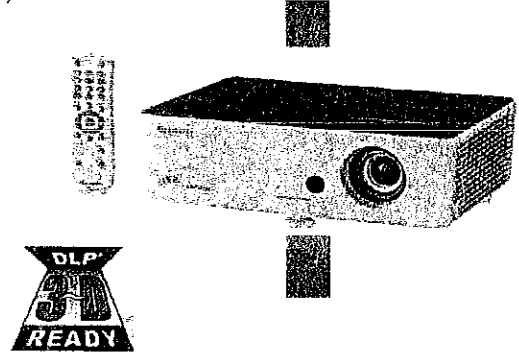
Model Number	Description	Price
PG-LW2000	<i>Sharp's 3D Ready PG-LW2000 takes projection to the next level. In addition to incorporating the latest BrilliantColor DLP technology with DLP Link™ (for high quality 3D projection from a single projector), this fully featured conference/classroom model offers exceptionally vibrant and realistic image reproduction, built-in closed caption decoder and sealed DLP chip with filter-free design. Built in an ISO 14001 certified factory, with low standby power consumption (0.5W) and estimated lamp life of up to 5,000 hours (in eco mode), this lightweight RoHS compatible projector is an environmentally conscious choice.</i>	\$729.00

Options & Accessories		
AN-C3CP2	10' HD-15 Male Component Video Cable	\$37.00
AN-C500SB	Light-Duty Storage Bag	40.00
AN-CMCSS16	16" Security Cable System (for use without AN-EP101B ceiling mount extension tube)	128.00
AN-CMCSS46	46" Security Cable System (for use with AN-EP101B ceiling mount extension tube)	140.00
AN-EP101B	Ceiling Mount Extension Tube w/Collar	91.00
AN-XRCM30	Ceiling Mount Bracket	152.00
X102	3D Active Shutter Glasses	113.00

National Joint Powers Alliance®
Contract #100312-SEC

PG-LS2000 Conference/Classroom 3D Ready Projector

- ◆ High Brightness with 2,800 Lumens, SVGA Native Resolution (800x600,4:3)
- ◆ 3D Ready with DLP® Link™ Technology
- ◆ BrilliantColor DLP® Technology with Five-Segment Color Wheel
- ◆ Sealed DLP Chip with Filter-Free Design
- ◆ Presentation Assist Remote with PC/Mouse Control
- ◆ Wide Connectivity
- ◆ Lightweight (5.1 lb.) Design - with Full Complement of Inputs and Outputs
- ◆ Easy Setup and Operation with "Quick-Start" On-Screen Setup Guide

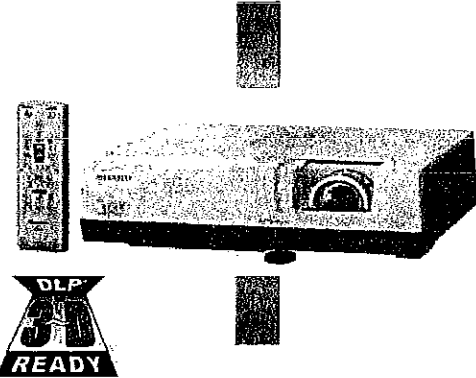


Model Number	Description	Price
PG-LS2000	Sharp's 3D Ready PG-LS2000 takes projection to the next level. In addition to incorporating the latest BrilliantColor DLP technology with DLP Link™ (for high quality 3D projection from a single projector), this fully featured conference/classroom model offers exceptionally vibrant and realistic image reproduction, built-in closed caption decoder and sealed DLP chip with filter-free design. Built in an ISO 14001 certified factory, with low standby power consumption (0.5W) and estimated lamp life of up to 5,000 hours (in eco mode), this lightweight RoHS compatible projector is an environmentally conscious choice.	\$482.00

Options & Accessories		
AN-C3CP2	10' HD-15 Male Component Video Cable	\$37.00
AN-C500SB	Light-Duty Storage Bag	40.00
AN-CMCSS16	16" Security Cable System (for use without AN-EP101B ceiling mount extension tube)	128.00
AN-CMCSS46	46" Security Cable System (for use with AN-EP101B ceiling mount extension tube)	140.00
AN-EP101B	Ceiling Mount Extension Tube w/Collar	91.00
AN-XRCM30	Ceiling Mount Bracket	152.00
X102	3D Active Shutter Glasses	113.00

PG-D2510X Conference/Classroom 3D Ready Projector

- ◆ 3D Ready with DLP® Link™ Technology
- ◆ High Brightness with 2,500 Lumens, XGA Native Resolution (1024x768,4:3)
- ◆ High Output 7 Watt Audio System
- ◆ BrilliantColor DLP® Technology with Six-Segment Color Wheel
- ◆ Sealed DLP Chip with Filter-Free Design
- ◆ Presentation Assist Remote with PC/Mouse Control
- ◆ Wide Connectivity
- ◆ Compact and Lightweight (6.2 lb.) Design - with Full Complement of Inputs and Outputs
- ◆ Wall Color Screen Adjustment Function for use with whiteboards and blackboards



Model Number	Description	Price
PG-D2510X	Sharp's 3D Ready PG-D2510X takes projection to the next level. In addition to incorporating the latest BrilliantColor DLP technology with DLP Link™ (for high quality 3D projection from a single projector), this fully featured conference/classroom model offers a 7 Watt audio system, built-in closed caption decoder and sealed DLP chip with filter-free design. Built in an ISO 14001 certified factory, with low standby power consumption (0.32W) and estimated lamp life of up to 5,000 hours (in eco mode), this slim and lightweight RoHS compatible projector is exceptionally environmentally friendly.	\$634.00

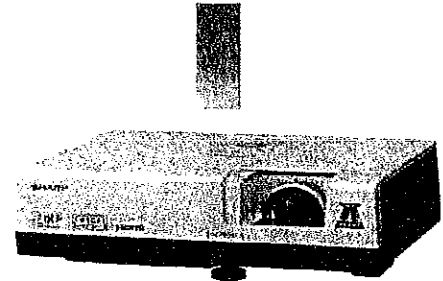
Options & Accessories

AN-C3CP2	10' HD-15 Male Component Video Cable	\$37.00
AN-C500SB	Light-Duty Storage Bag	40.00
AN-D200WCC	Hard-Shell Wheeled Storage Case	316.00
AN-CMCSS16	16" Security Cable System (for use without AN-EP101B ceiling mount extension tube)	128.00
AN-CMCSS46	46" Security Cable System (for use with AN-EP101B ceiling mount extension tube)	140.00
AN-EP101B	Ceiling Mount Extension Tube w/Collar	91.00
AN-MR2	Remote IR Receiver (for forward/back presentation control in ceiling mount installations)	72.00
AN-A1RS	RS-232C Adapter	24.00
AN-XRCM30	Ceiling Mount Bracket	152.00
X102	3D Active Shutter Glasses	113.00

**National Joint Powers Alliance®
Contract #100312-SEC**

PG-D2870W Conference/Classroom 3D Ready Projector

- ◆ 3D Ready with DLP® Link™ Technology
- ◆ High Brightness with 3,000 Lumens, WXGA Native Resolution (1280x800)
- ◆ High Output 7 Watt Audio System
- ◆ BrilliantColor DLP® Technology with Five-Segment Color Wheel
- ◆ Free Downloadable Sharp Display Manager™ Software
- ◆ Sealed DLP Chip with Filter-Free Design
- ◆ Presentation Assist Remote with PC/Mouse Control
- ◆ Wide Connectivity including RJ-45 Network Connector
- ◆ Compact and Lightweight (6.4 lb.) Design - with Full Complement of Inputs and Outputs
- ◆ Wall Color Screen Adjustment Function for use with whiteboards and blackboards



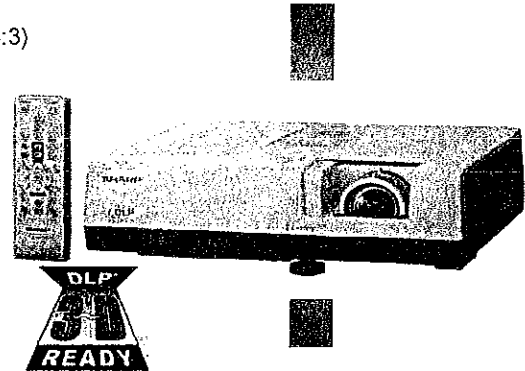
Model Number	Description	Price
PG-D2870W	<i>Sharp's Short-Throw 3D Ready PG-D2870W takes projection to the next level. In addition to incorporating the latest BrilliantColor DLP technology with DLP Link™ (for high quality 3D projection from a single projector), this fully featured conference/classroom model offers a 7 Watt audio system, RJ-45 network connector, built-in closed caption decoder and sealed DLP chip with filter-free design. This short-throw design is ideal for interactive presentations and simplifies projector placement in classrooms, trade show exhibits and other venues with limited space. Built in an ISO 14001 certified factory, with low standby power consumption (0.32W) and estimated lamp life of up to 5,000 hours (Eco+Quiet On), this slim and lightweight RoHS compatible projector is exceptionally environmentally friendly.</i>	\$1,023.00

Options & Accessories		
AN-C3CP2	10' HD-15 Male Component Video Cable	\$37.00
AN-C500SB	Light-Duty Storage Bag	40.00
AN-D200WCC	Hard-Shell Wheeled Storage Case	316.00
AN-CMCSS16	16" Security Cable System (for use without AN-EP101B ceiling mount extension tube)	128.00
AN-CMCSS46	46" Security Cable System (for use with AN-EP101B ceiling mount extension tube)	140.00
AN-EP101B	Ceiling Mount Extension Tube w/Collar	91.00
AN-MR2	Remote IR Receiver (for forward/back presentation control in ceiling mount installations)	72.00
AN-A1RS	RS-232C Adapter	24.00
AN-STWM20	Wall Mount Bracket	279.00
AN-XRCM30	Ceiling Mount Bracket	152.00
X102	3D Active Shutter Glasses	113.00

National Joint Powers Alliance®
Contract #100312-SEC

PG-D3010XL Conference/Classroom 3D Ready Projector

- ◆ 3D Ready with DLP® Link™ Technology
- ◆ High Brightness with 3,000 Lumens, XGA Native Resolution (1024x768,4:3)
- ◆ High Output 7 Watt Audio System
- ◆ BrilliantColor DLP® Technology with Six-Segment Color Wheel
- ◆ Sealed DLP Chip with Filter-Free Design
- ◆ Presentation Assist Remote with PC/Mouse Control
- ◆ Wide Connectivity including RJ-45 Network Connector
- ◆ Compact and Lightweight (6.2 lb.) Design - with Full Complement of Inputs and Outputs
- ◆ Wall Color Screen Adjustment Function for use with whiteboards and blackboards



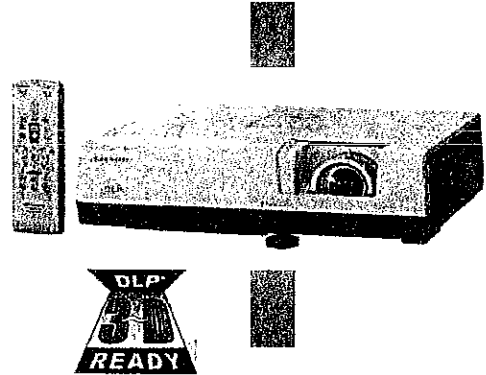
Model Number	Description	Price
PG-D3010XL	<i>Sharp's 3D Ready PG-D3010XL takes projection to the next level. In addition to incorporating the latest BrilliantColor DLP technology with DLP Link™ (for high quality 3D projection from a single projector), this fully featured conference/classroom model offers a 7 Watt audio system, RJ-45 network connector, built-in closed caption decoder and sealed DLP chip with filter-free design. Built in an ISO 14001 certified factory, with low standby power consumption (0.77W), estimated lamp life of up to 5,000 hours (eco + quiet mode: on) and up to 2,000 hours (eco + quiet mode: off), this slim and lightweight RoHS compatible projector is exceptionally environmentally friendly.</i>	\$880.00

Options & Accessories		
AN-C3CP2	10' HD-15 Male Component Video Cable	\$37.00
AN-C500SB	Light-Duty Storage Bag	40.00
AN-D200WCC	Hard-Shell Wheeled Storage Case	316.00
AN-CMCSS16	16" Security Cable System (for use without AN-EP101B ceiling mount extension tube)	128.00
AN-CMCSS46	46" Security Cable System (for use with AN-EP101B ceiling mount extension tube)	140.00
AN-EP101B	Ceiling Mount Extension Tube w/Collar	91.00
AN-MR2	Remote IR Receiver (for forward/back presentation control in ceiling mount installations)	72.00
AN-A1RS	RS-232C Adapter	24.00
AN-XRCM30	Ceiling Mount Bracket	152.00
X102	3D Active Shutter Glasses	113.00

**National Joint Powers Alliance®
Contract #100312-SEC**

PG-D3510XL Conference/Classroom 3D Ready Projector

- ◆ 3D Ready with DLP® Link™ Technology
- ◆ High Brightness with 3,500 Lumens, XGA Native Resolution (1024x768,4:3)
- ◆ High Output 7 Watt Audio System
- ◆ BrilliantColor DLP® Technology with Six-Segment Color Wheel
- ◆ Sealed DLP Chip with Filter-Free Design
- ◆ Presentation Assist Remote with PC/Mouse Control
- ◆ Wide Connectivity including RJ-45 Network Connector
- ◆ Compact and Lightweight (6.2 lb.) Design - with Full Complement of Inputs and Outputs
- ◆ Wall Color Screen Adjustment Function for use with whiteboards and blackboards



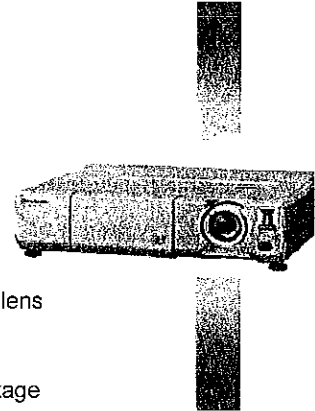
Model Number	Description	Price
PG-D3510XL	<i>Sharp's 3D Ready PG-D3510XL takes projection to the next level. In addition to incorporating the latest BrilliantColor DLP technology with DLP Link™ (for high quality 3D projection from a single projector), this fully featured conference/classroom model offers a 7 Watt audio system, RJ-45 network connector, built-in closed caption decoder and sealed DLP chip with filter-free design. Built in an ISO 14001 certified factory, with low standby power consumption (0.77W), estimated lamp life of up to 5,000 hours (eco + quiet mode: on) and up to 2,000 hours (eco + quiet mode: off), this slim and lightweight RoHS compatible projector is exceptionally environmentally friendly.</i>	\$1,133.00

Options & Accessories		
AN-C3CP2	10' HD-15 Male Component Video Cable	\$37.00
AN-C500SB	Light-Duty Storage Bag	40.00
AN-D200WCC	Hard-Shell Wheeled Storage Case	316.00
AN-CMCSS16	16" Security Cable System (for use without AN-EP101B ceiling mount extension tube)	128.00
AN-CMCSS46	46" Security Cable System (for use with AN-EP101B ceiling mount extension tube)	140.00
AN-EP101B	Ceiling Mount Extension Tube w/Collar	91.00
AN-MR2	Remote IR Receiver (for forward/back presentation control in ceiling mount installations)	72.00
AN-A1RS	RS-232C Adapter	24.00
AN-XRCM30	Ceiling Mount Bracket	152.00
X102	3D Shutter Glasses	113.00

**National Joint Powers Alliance®
Contract #100312-SEC**

PG-D40W3D Conference/Classroom 3D Ready Projector

- ◆ 3D Ready with DLP® Link™ Technology
- ◆ High Brightness with 4,000 Lumens, WXGA Native Resolution (1280x800,16:10)
- ◆ BrilliantColor™ DLP® Technology and Five-Segment Color Wheel
- ◆ Wide Connectivity including HDMI® and RJ-45
- ◆ Sealed DLP Chip with Filter-Free Design
- ◆ 10 watt audio system (5 watts per channel)
- ◆ Presentation Assist Remote with PC/Mouse Control
- ◆ Unique slide lens cover protects the lens from dust and provides an instant lens shutter. If the lens cover is closed for more than 30 minutes, the Auto Power-Off function automatically turns the projector off
- ◆ Convenient shutter door on lamp housing helps keep glass confined in the event of lamp breakage
- ◆ RJ-45 network connector permits remote access by web browser, diagnosis and auto-email sending and ability to link to a specific website for service and support



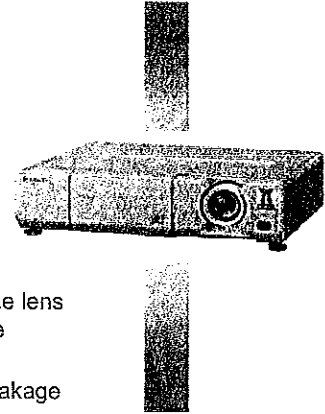
Model Number	Description	Price
PG-D40W3D	<i>Designed for use in most any educational, corporate, government or house of worship setting, the PG-D40W3D offers 3D support with both WXGA resolution (1280 x 800) and SVGA (800 x 600) sources. The Sharp PG-D40W3D offers exceptionally high performance, flexibility with breathtaking 3D imagery, when used with compatible 3D field sequential content and active shutter 3D glasses that support the DLP link system. Utilizing BrilliantColor™ DLP® display technology and with 4,000 Lumens, the PG-D40W3D projects brilliant, uniform, high quality images. Extensive connectivity includes built-in LAN (RJ-45) terminal, 15-pin RGB input (for use with computer or component source), HDMI compliant compatibility and independent composite and S-Video inputs, 10 watts audio output, as well as variable audio line-out. Built in an ISO 14001 certified factory, this slim profile projector is both compact and environmentally friendly.</i>	\$1,639.00

Options & Accessories		
AN-XGCM55	Ceiling Mount Bracket	\$194.00
AN-EP101B	Ceiling Mount Extension Tube w/Collar	91.00
AN-CMCSS16	16" Security Cable System (for use without AN-EP101B ceiling mount extension tube)	128.00
AN-CMCSS46	46" Security Cable System (for use with AN-EP101B ceiling mount extension tube)	140.00
AN-C3CP2	10' HD-15 male component video cable	37.00
AN-MR2	Remote IR Receiver (for forward/back presentation control in ceiling mount installations)	72.00
AN-D400WCC	Hard-Shell Tilt-N-Go Wheeled Storage Case	316.00
AN-D400SC	ATA Style Heavy Duty Storage Case	582.00
X102	3D Active Shutter Glasses	113.00

**National Joint Powers Alliance®
Contract #100312-SEC**

PG-D45X3D Conference/Classroom 3D Ready Projector

- ◆ 3D Ready with DLP® Link™ Technology
- ◆ High Brightness with 4,500 Lumens, XGA Native Resolution (1024x768,4:3)
- ◆ BrilliantColor™ DLP® Technology and Five-Segment Color Wheel
- ◆ Wide Connectivity including DVI-I and RJ-45
- ◆ Sealed DLP Chip with Filter-Free Design
- ◆ 10 watt audio system (5 watts per channel)
- ◆ Presentation Assist Remote with PC/Mouse Control
- ◆ Unique slide lens cover protects the lens from dust and provides an instant lens shutter. If the lens cover is closed for more than 30 minutes, the Auto Power-Off function automatically turns the projector off
- ◆ Convenient shutter door on lamp housing helps keep glass confined in the event of lamp breakage
- ◆ RJ-45 network connector permits remote access by web browser, diagnosis and auto-email sending and ability to link to a specific website for service and support



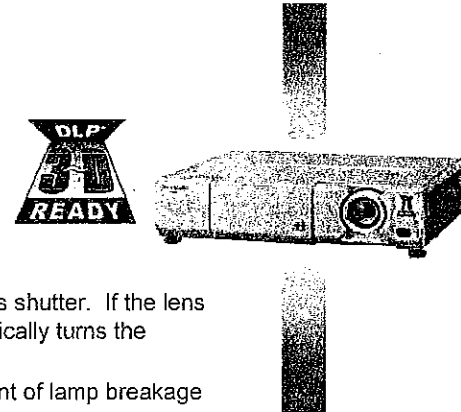
Model Number	Description	Price
PG-D45X3D	<i>Designed for use in most any educational, corporate, government or house of worship setting, the PG-D45X3D offers 3D support with both XGA resolution (1024 x 768) and SVGA (800 x 600) sources. The Sharp PG-D45X3D offers exceptionally high performance, flexibility with breathtaking 3D imagery, when used with compatible 3D field sequential content and active shutter 3D glasses that support the DLP link system. Utilizing three Polysilicon LCDs, and with 4,500 Lumens, the PG-D45X3D projects brilliant, uniform, high quality images. Extensive connectivity includes built-in LAN (RJ-45) terminal, 15-pin RGB input (for use with computer or component source), HDCP Compliant DVI-I compatibility and independent composite and S-Video inputs, 10 watts audio output, as well as variable audio line-out. Built in an ISO 14001 certified factory, this slim profile projector is both compact and environmentally friendly.</i>	\$1,639.00

Options & Accessories		
AN-XGCM55	Ceiling Mount Bracket	\$194.00
AN-EP101B	Ceiling Mount Extension Tube w/Collar	91.00
AN-CMCSS16	16" Security Cable System (for use without AN-EP101B ceiling mount extension tube)	128.00
AN-CMCSS46	46" Security Cable System (for use with AN-EP101B ceiling mount extension tube)	140.00
AN-C3CP2	10' HD-15 male component video cable	37.00
AN-MR2	Remote IR Receiver (for forward/back presentation control in ceiling mount installations)	72.00
AN-D400WCC	Hard-Shell Tilt-N-Go Wheeled Storage Case	316.00
AN-D400SC	ATA Style Heavy Duty Storage Case	582.00
X102	3D Active Shutter Glasses	113.00

National Joint Powers Alliance®
Contract #100312-SEC

PG-D50X3D Conference/Classroom 3D Ready Projector

- ◆ 3D Ready with DLP® Link™ Technology
- ◆ High Brightness with 5,000 Lumens, XGA Native Resolution (1024x768,4:3)
- ◆ BrilliantColor™ DLP® Technology and Five-Segment Color Wheel
- ◆ Wide Connectivity including DVI-I and RJ-45
- ◆ Sealed DLP Chip with Filter-Free Design
- ◆ 10 watt audio system (5 watts per channel)
- ◆ Presentation Assist Remote with PC/Mouse Control
- ◆ Unique slide lens cover protects the lens from dust and provides an instant lens shutter. If the lens cover is closed for more than 30 minutes, the Auto Power-Off function automatically turns the projector off
- ◆ Convenient shutter door on lamp housing helps keep glass confined in the event of lamp breakage
- ◆ RJ-45 network connector permits remote access by web browser, diagnosis and auto-email sending and ability to link to a specific website for service and support



Model Number	Description	Price
PG-D50X3D	<i>Designed for use in most any educational, corporate, government or house of worship setting, the PG-D50X3D offers 3D support with both XGA resolution (1024 x 768) and SVGA (800 x 600) sources. The Sharp PG-D50X3D offers exceptionally high performance, flexibility with breathtaking 3D imagery, when used with compatible 3D field sequential content and active shutter 3D glasses that support the DLP link system. Utilizing three Polysilicon LCDs, and with 5,000 Lumens, the PG-D50X3D projects brilliant, uniform, high quality images. Extensive connectivity includes built-in LAN (RJ-45) terminal, 15-pin RGB input (for use with computer or component source), HDCP Compliant DVI-I compatibility and independent composite and S-Video inputs, 10 watts audio output, as well as variable audio line-out. Built in an ISO 14001 certified factory, this slim profile projector is both compact and environmentally friendly.</i>	\$1,871.00

Options & Accessories		
AN-XGCM55	Ceiling Mount Bracket	\$194.00
AN-EP101B	Ceiling Mount Extension Tube w/Collar	91.00
AN-CMCSS16	16" Security Cable System (for use without AN-EP101B ceiling mount extension tube)	128.00
AN-CMCSS46	46" Security Cable System (for use with AN-EP101B ceiling mount extension tube)	140.00
AN-C3CP2	10' HD-15 male component video cable	37.00
AN-MR2	Remote IR Receiver (for forward/back presentation control in ceiling mount installations)	72.00
AN-D400WCC	Hard-Shell Tilt-N-Go Wheeled Storage Case	316.00
AN-D400SC	ATA Style Heavy Duty Storage Case	582.00
X102	3D Active Shutter Glasses	113.00



Professional Services are Now Available

Providing all of the tools you need for complete system integration



The Sharp Business Solution's Group provides NJPA customers professional service assistance on a contract basis. Professional service assistance is provided in 8-hour (DSERVICE) and 4-hour (DSERVICE-II) blocks of time.

Professional services may include:

- Technical assistance installing Sharp hardware and/or Sharp software within large or complex network environments
- Special customization of Sharp software
- Assisting customer developers creating custom business applications using Sharp's OSA software development tools

However, DService and DService-II professional services are not used to install or configure third-party software, replace or augment customer IT personnel responsibilities, or to manage projects on behalf of a customer's own project management resources.

Contact your Sharp Government Account Executive for more information on scheduling Professional Services at your location.

Professional Services Rates:

Full Day Service Fee (DSERVICE)

\$1,500.00 (Travel Expenses Additional)

Professional Services Hourly Rate (DSERVICE II)

\$175.00 per Man Hour with 4 hour minimum charge (travel expenses additional)

Please Note:

A Statement of Work is required before scheduling Professional Services at your location

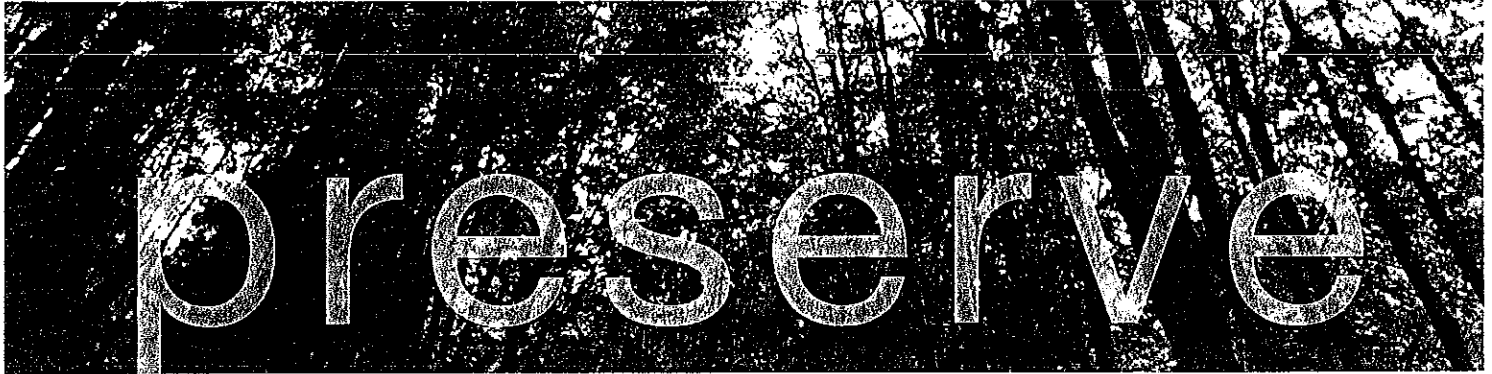
A mutually signed statement of work is required to initiate a professional services engagement with a customer. The statement of work will specify the scope of the engagement, project milestones, a begin-date, an end-date, and requirements for each party involved in the engagement. The DService and DService-II units necessary to fulfill the engagement are determined based on the scope and requirements of the engagement.

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ENVIRONMENTAL CONSERVATION

Sharp's ongoing commitment and dedication to developing eco-friendly document systems set a high standard for the industry



Sharp's commitment to the environment sets a high standard for the industry.

Designed with a Strong Commitment to Protecting the Environment

Our document systems utilize Sharp's second generation micro-fine toner technology, which offers a lower consumption rate than conventional toners. This also results in less packaging material and longer replacement intervals. Additionally, all Sharp supplies are packaged using fully recyclable materials. Power consumption on the Sharp MFPs is among the lowest in the industry and supports two different energy saving modes to reduce or shut off power after a set interval. All Sharp document systems belong to the EnergyStar® program, and RoHS program.

An Economical, Low Maintenance Color Document System That Makes Sense

Sharp MFPs are designed to accommodate both large and small office environments. With a compact wingless design, the footprint of each base model is less than 25" x 27". Our new long-life consumable parts and supplies minimize service intervals and down time, helping result in lower operating costs.

Sharp's Environmental Leadership

As a testament to our commitment to the environment, Sharp was a former recipient of the Excellence in Partnership Green Contractor Award and the Evergreen Award from the U.S. Government's General Services Administration and the Coalition for Government Procurement.

The **Green Contractor Award** recognizes contractors that have made the best overall commitment to the environment by offering environmentally friendly products and services or adhering to environmentally sound manufacturing procedures.

The **Evergreen Award** identifies environmentally-friendly businesses and their efforts in recycling and waste reduction practices. Please visit www.sharpusa.com/environment to learn more about our environmental leadership.

Toner Recycling Program

As part of our commitment to preserving the environment, Sharp has partnered with a zero waste to landfill recycler for recycling all Sharp consumables including cartridges, bottles, waste collection containers and drum units. Customers can participate in Sharp's free Stop, Drop, Recycle Program by visiting our website: www.sharpusacom/recycle.



HEIGHTENED SECURITY ENSURES CONFIDENTIALITY



"Most Secure MFP Range"
2009 Award
6th Consecutive Year

Sharp's industry-leading document and device protection ensures confidentiality and safeguards your assets.

secure



Authority Groups and Access Control

Advanced account management enables administrators to set authority groups for access to features of the new Frontier workgroup laser printers. Administrators can control which department, for instance, has full printing access. Walk up users enter a code, Local Name and Password, or LDAP User Authentication to access the features assigned to their group. Users can also login utilizing a USB enabled card reader for magnetic stripe cards or proximity cards.*



Data Erase and Encryption*

To help protect your data, Sharp MFPs offer an optional data security kit that encrypts document data using **AES (Advanced Encryption Standard) encryption**. The data security kit erases the temporary memory on the hard drive by overwriting the encrypted data up to seven times, offering an unprecedented level of assurance. Additionally, the data security kits for these models comply to the new IEEE 2600TM-2008 security standard for hardcopy devices. This new standard specifies security requirements and provides a new international reference to assess contemporary MFP security.



Control Device Access Over the Network

To help restrict access to the device over the network, Sharp MFPs offer IPsec, SMB and extended support for **SSL Encryption (Secure Sockets Layer)**, **IP/MAC address filtering**, IEEE 802.1x authentication, protocol enable/disable and port management for maximum security.



Documents Remain Confidential

To help protect your printed documents from unauthorized viewing, Sharp MFPs offer encrypted PDF files for printing, as well as **Confidential Printing** that requires users to authenticate to the device in order to print a queued document. So compliance with security standards and industry regulations is easier.



Tracking and Auditing Information

Legislation and industry policies require companies to be more aware of information flow from their offices. Sharp offers both built-in and additional hardware/software which allows users to control, access, and track usage of each device on the network.

These scalable security offerings aim to protect your intellectual property, preserve confidential information and help your business to meet regulatory requirements, such as the Health Insurance Portability and Accountability Act (HIPAA), and the Gramm Leach Bliley Act (GLB).

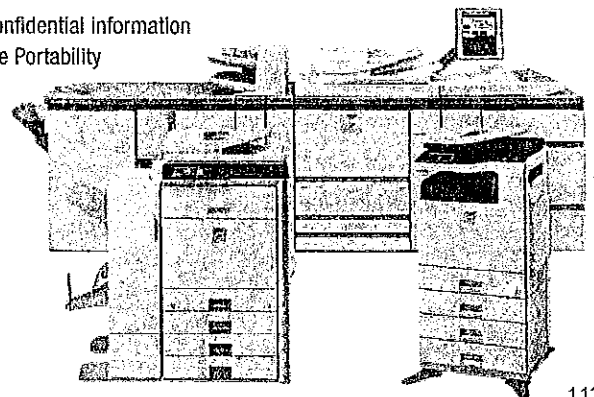
For additional information visit: www.sharppusa.com/security.



Protect Your Data

As the leader in office equipment security, Sharp makes it easy for any business or government entity to safely deploy and facilitate secure printed documents.

*Some features may require optional equipment.



SHARP. LEADING THE INDUSTRY.

**THE SHARP DATA SECURITY KIT:
THE CORNERSTONE OF OPTIMUM SECURITY**

Designed to protect your confidential information, Sharp's Data Security Kit works as a "digital shredder," offering several layers of advanced security. With both encryption and overwrite features, Sharp's Data Security Kit helps protect your confidential information from even the most sophisticated threats.

Data Encryption:

With 128-bit encryption, Sharp's Data Security Kit encrypts image data in the MFP (Multi-Functional Products) before it's written to the hard drive, RAM or ROM for print, copy, scan, or fax functions. This first layer of security provides peace of mind even while your documents are still active.

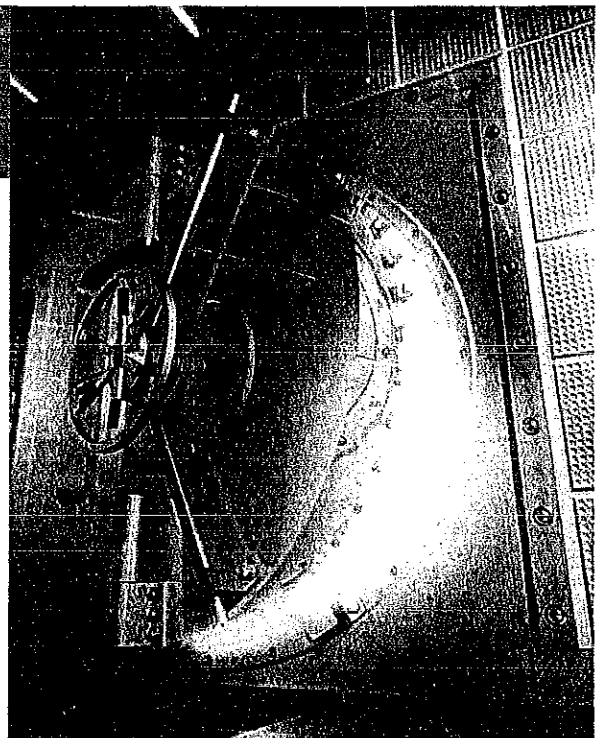
Automatic and Manual Memory Clear:

You can choose to have the Data Security Kit automatically overwrite all memory when the MFP is powered up, and/or after each print/copy/scan/fax job. Or, at any time, you can also choose to manually clear all memory for added versatility and control.

Data Overwrite:

Random numbers overwrite the information written to memory when a document is printed, copied, scanned or faxed. For the highest levels of security, Sharp's Data Security Kit can be set to perform up to seven overwrites - more than any other competitor to date.

- Hard disk overwrite for print, copy and scan functions
- RAM overwrite for print, copy and scan functions
- Flash ROM overwrite for fax function



National Joint Powers Alliance - Contract #100312-SEC

For additional information on Sharp equipment visit www.sharpgov.com/njpa

SHARP

SHARP ELECTRONICS
One Sharp Plaza
Mahwah, NJ 07430

City of Santa Rosa

City Asset #	Current Model #	Serial #	Equip ID	Existing Monthly Rental		Color Overages	B/W Copies Included	Rental Expiration	"Like for Like" Replacement Model #	Monthly			
				Payment	B/W Overages					Rental Payment	B/W Overages	Color Overages	B/W Copies Included
0001	AR-208S	85043203	72608	\$ 50.00	\$ 0.0180		800	10/1/2013	MX-B201D Basic	\$ 57.61	0.028		800
0002	AR-M257	85058445	72556	\$ 177.60	\$ 0.0130		3,000	10/1/2013	MX-M264N w/ cabinet	\$ 92.01	0.012		3,000
0003	AR-208S	85043443	72605	\$ 51.80	\$ 0.0180		800	10/1/2013	MX-B201D w/cabinet	\$ 59.51	0.028		800
0004	AR-208S	85043263	72602	\$ 61.70	\$ 0.0180		800	10/1/2013	MX-B201D w/ cabinet,drawer	\$ 67.44	0.028		800
0005	AR-208S	85043433	72611	\$ 50.00	\$ 0.0180		800	10/1/2013	MX-B201D Basic	\$ 57.61	0.028		800
0006	MX-3501N	85080811 - B/W	72635	\$ 239.10	\$ 0.0125	\$ 0.0620	5,000	10/1/2013	MX-3115N w/ Cabinet	\$ 138.23	0.012	0.06	5000
0007	AR-208S	85043223	72607	\$ 50.00	\$ 0.0180		800	10/1/2013	MX-B201D Basic	\$ 57.61	0.028		800
0008	AR-M257	85057865	72609	\$ 147.80	\$ 0.0130		3,000	10/1/2013	MX-M264N w/ cabinet, staple	\$ 105.61	0.012		3,000
0009	AR-M257	85058455	72642	\$ 147.80	\$ 0.0130		3,000	10/1/2013	MX-M264N w/ cabinet, staple	\$ 105.61	0.012		3,000
0010	MX-3501N	85080871 - B/W	72639	\$ 277.90	\$ 0.0125	\$ 0.0620	5,000	10/1/2013	MX-3115N w/ 4 drawer, Stapl	\$ 160.27	0.012	0.06	5,000
0011	AR-M257	85057925	72550	\$ 164.70	\$ 0.0130		3,000	10/1/2013	MX-M264N w/ scan,fax,cabine	\$ 101.39	0.012		3,000
0012	MX-M350NA	85028794	72554	\$ 269.75	\$ 0.0078		15,000	10/1/2013	MX-M363N Staple, LCT	\$ 245.50	0.009		15,000
0013	AR-M257	85058525	72551	\$ 164.70	\$ 0.0130		3,000	10/1/2013	MX-M264N w/ scan,fax,cabine	\$ 101.39	0.012		3,000
0014	MX-M350NB	85023305	72560	\$ 262.15	\$ 0.0078		15,000	10/1/2013	MX-M363N 4 drawer, Staple	\$ 241.44	0.009		15,000
0015	MX-M450NB	85028175	72596	\$ 276.75	\$ 0.0078		15,000	10/1/2013	MX-M453N 4 drawer, staple	\$ 248.58	0.009		15,000
0016	MX-M550N	85008683	72558	\$ 384.70	\$ 0.0060		20,000	10/1/2013	MX-M623N Staple, Fax, Punch	\$ 331.21	0.0067		20,000
0017	MX-5500N	65002329	91410	\$ 531.30	\$ 0.0060	\$ 0.0580	20,000	10/1/2013	MX-6240N Staple	\$ 419.76	0.008	0.055	20,000
0018	MX-M350NA	85028664	72600	\$ 269.75	\$ 0.0078		15,000	10/1/2013	MX-M363N Staple, LCT	\$ 245.50	0.009		15,000
0019	MX-3501N	65062505- B/W	90033	\$ 268.50	\$ 0.0125	\$ 0.0620	5,000	10/1/2013	MX-3115N w/ Cabinet, Staple	\$ 157.43	0.012	0.06	5,000
0020	MX-M450NA	85024255	72593	\$ 352.50	\$ 0.0078		15,000	10/1/2013	MX-M453N Staple, LCT	\$ 252.64	0.009		15,000
0021	MX-M550N	85011334	72561	\$ 375.50	\$ 0.0060		20,000	10/1/2013	MX-M623N Staple	\$ 314.81	0.0067		20,000
0022	MX-M450NA	85024645	72615	\$ 380.30	\$ 0.0078		15,000	10/1/2013	MX-M453N staple, fax, PS, LC	\$ 265.64	0.009		15,000
0037	MX-M450NA	85024265	72590	\$ 413.30	\$ 0.0078		15,000	11/1/2013	Saddle stich ,fax, HP,memory	\$ 288.34	0.009		15,000
0024	MX-M450NA	85024555	72599	\$ 352.50	\$ 0.0078		15,000	10/1/2013	MX-M453N Staple, LCT	\$ 252.64	0.009		15,000
0025	MX-5500N	85003313 - B/W	72638	\$ 565.00	\$ 0.0125	\$ 0.0580	20,000	10/1/2013	MX-6240N Staple, Punch, Fax,	\$ 436.49	0.008	0.055	20,000
0026	MX-M450NA	85024275	72547	\$ 352.50	\$ 0.0078		15,000	10/1/2013	MX-M453N Staple, LCT	\$ 252.64	0.009		15,000
0027	MX-3501N	65030373	91061	\$ 286.40	\$ 0.0125	\$ 0.0620	5,000	10/1/2013	MX-3115Nw 4 drawer, Staple,	\$ 167.14	0.012	0.06	5,000
0028	MX-5500N	85003693 - B/W	72604	\$ 549.80	\$ 0.0125	\$ 0.0580	20,000	10/1/2013	MX-6240 Staple,Punch, PS	\$ 427.63	0.008	0.055	20,000
0029	MX-M950	80001062	72631	\$ 827.00	\$ 0.0040		100,000	10/1/2013	MX-M904 100 Sheet staple	\$ 815.34	0.0048		100,000
0030	MX-M700N	85004442	72640	\$ 593.20	\$ 0.0056		45,000	10/1/2013	MX-M753N Staple, Punch	\$ 510.78	0.0067		45,000
0031	MX-M700N	85004742	72566	\$ 593.20	\$ 0.0056		45,000	10/1/2013	MX-M753N Staple, Punch	\$ 510.78	0.0067		45,000
0032	MX-M3501N	85080801 - B/W	72646	\$ 239.10	\$ 0.0125	\$ 0.0620	5,000	10/1/2013	MX-3115N w/Cabinet	\$ 138.23	0.012	0.06	5,000
0033	MX-M550N	85008653	72643	\$ 375.50	\$ 0.0060		20,000	10/1/2013	MX-M623N Staple	\$ 314.81	0.0067		20,000
0034	MX-M450NB	85035604	72587	\$ 281.65	\$ 0.0078		15,000	10/1/2013	MX-M453 4 drawer, staple , P	\$ 246.51	0.009		15,000
0035	MX-M450NA	85024245	72606	\$ 352.50	\$ 0.0078		15,000	10/1/2013	MX-M453N Staple , LCT	\$ 252.72	0.009		15,000
0036	MX-M450NA	85024525	72589	\$ 352.50	\$ 0.0078		15,000	10/1/2013	MX-M453N Staple , LCT	\$ 252.72	0.009		15,000
0023	MX-M550N	85008493	72564	\$ 398.10	\$ 0.0060		20,000	10/1/2013	MX-M623N Staple, Fax	\$ 323.67	0.0067		20,000
0038	MX-M350NB	85023285	72557	\$ 285.05	\$ 0.0078		15,000	10/1/2013	MX-M363N 4Drawer, Fax, Stap	\$ 250.30	0.009		15,000
0039	MX-M620N	85000846	72637	\$ 471.50	\$ 0.0058		30,000	10/1/2013	MX-M623N Staple	\$ 381.81	0.0067		30,000
0040	MX-M700N	85004732	72570	\$ 593.20	\$ 0.0056		45,000	10/1/2013	MX-M753N Staple, Punch	\$ 510.78	0.0067		45,000
0041	AR-M257	85058675	72553	\$ 177.60	\$ 0.0130		3,000	10/1/2013	MX-M264N w/ cabinet	\$ 92.01	0.012		3,000
0042	MX-M350NA	85027824	72546	\$ 269.75	\$ 0.0078		15,000	10/1/2013	MX-M363N Staple, LCT	\$ 245.50	0.009		15,000
0043	AR-M257	85057805	72568	\$ 164.70	\$ 0.0130		3,000	10/1/2013	MX-M264N w/ scan,fax,cabine	\$ 101.39	0.012		3,000
0044	AR-M257	85057845	72562	\$ 126.60	\$ 0.0130		3,000	10/1/2013	MX-M264N w/ cabinet	\$ 92.01	0.012		3,000
0045	MX-5500N	85000577 - B/W	72618	\$ 531.30	\$ 0.0125	\$ 0.0580	20,000	10/1/2013	MX-6240N Staple	\$ 419.76	0.008	0.055	20,000
0046	MX-5500N	85000557 - B/W	72649	\$ 556.50	\$ 0.0125	\$ 0.0580	20,000	10/1/2013	MX-6240N Staple Fax, Punch	\$ 436.49	0.008	0.055	20,000
0047	MX-3501N	85080901 - B/W	72634	\$ 247.60	\$ 0.0125	\$ 0.0620	5,000	10/1/2013	MX-3115N W/ Cabinet, PS	\$ 138.23	0.012	0.06	5,000
	AR-208D	85039297	72659	\$ 50.00	\$ 0.0180		800	12/1/2013	MX-B201D Basic	\$ 57.61	0.028		800
	MX-M450NA	85021787	72658	\$ 352.50	\$ 0.0078		15,000	12/1/2013	MX-M453N Staple , LCT	\$ 252.72	0.009		15,000
	MX-3501N	85052646 - B/W	72707	\$ 311.70	\$ 0.0125	\$ 0.0620	5,000	3/1/2014	MX-3115N 4 Drawer, Saddle S	\$ 176.01	0.012	0.06	5,000
0051	MX-6201	5001947 B/W	72825	\$ 541.30	\$ 0.0125	\$ 0.0580	20,000	Month to Month	MX-6240N Staple, Punch	\$ 427.63	0.008	0.055	20,000
	MX-3501N	75051712 B/W	B1696	\$ 285.90	\$ 0.0125	\$ 0.0620	5,000	Month to Month	MX-3115W/ 4 drawer, Staple,	\$ 166.81	0.012	0.06	5,000

\$ 16,451.75

\$ 12,766.30

Estimated \$3,685.45 MONTHLY SAVINGS
 *Estimated \$44,225.40 ANNUAL SAVINGS

*Please note, this does not include the additional savings from Smile's completion of the assessments, walk-throughs and recommended right-sizing!