

EXHIBIT "B" (RFP S-1207)

Proposed Equipment and Pricing Options

No.	Location	Current Equipment	Proposer's Recommended Equipment			Monthly Base Lease Payment 60 month lease (Option A)	Monthly Base Lease Payment 60 month lease (Option B)	Fair Market Trade In Value
		Model Name and Number	Model Name and Number	PPM	Monthly Volume Rating			
1	City Hall - Reprographics 2nd Floor 11222 Acacia Parkway	Ricoh MP 1357EX	Konica Minolta Bizhub A. PRESS 1250 B. PRESS 1250	125	50,000 - 250,000	\$642.21	\$642.21	
2	City Hall - Reprographics 2nd Floor 11222 Acacia Parkway	Ricoh MP C651	Konica Minolta Bizhub A. AccurioPress C2070 B. AccurioPress C2070	70	25,000 - 200,000	\$695.90	\$695.90	
3	City Hall - Reprographics 2nd Floor 11222 Acacia Parkway	Ricoh MP 1107EX	Konica Minolta Bizhub A. PRESS 1250 B. PRESS 1250	125	50,000 - 250,000	\$463.75	\$463.75	
4	City Hall - Personnel 2nd Floor 11222 Acacia Parkway	Ricoh MP C5502A	Konica Minolta Bizhub A. C558 B. C558	55	5,000 - 15,000	\$157.19	\$157.19	
5	City Hall - City Clerk 2nd Floor 11222 Acacia Parkway	Ricoh MP 6001SP	Konica Minolta Bizhub A. 654e B. C558	65 55	7,500 - 25,000	\$156.02	\$157.19	
6	City Hall - Econ Dev 3rd Floor 11222 Acacia Parkway	Ricoh MP C5502A	Konica Minolta Bizhub A. C558 B. C558	55	5,000 - 15,000	\$157.19	\$157.19	
7	City Hall - City Manager 3rd Floor 11222 Acacia Parkway	Ricoh MP 6001SP	Konica Minolta Bizhub A. 654e B. C558	65 55	7,500 - 25,000	\$156.02	\$157.19	
8	City Hall - Water 1st Floor 11222 Acacia Parkway	Ricoh MP 6001SP	Konica Minolta Bizhub A. 654e B. C558	65 55	7,500 - 25,000	\$156.02	\$157.19	
9	City Hall - Engineering 1st Floor 11222 Acacia Parkway	Ricoh MP C5502A	Konica Minolta Bizhub A. C558 B. C558	55	5,000 - 15,000	\$157.19	\$157.19	
10	Community Meeting Center 11300 Stanford Avenue	Ricoh MP 6001SP	Konica Minolta Bizhub A. 654e B. C558	65 55	7,500 - 25,000	\$156.02	\$157.19	

EXHIBIT "B" (RFP S-1207)

Proposed Equipment and Pricing Options

No.	Location	Current Equipment	Proposer's Recommended Equipment			Monthly Base Lease Payment 60 month lease (Option A)	Monthly Base Lease Payment 60 month lease (Option B)	Fair Market Trade In Value
		Model Name and Number	Model Name and Number	PPM	Monthly Volume Rating			
11	Juvenile Justice Center 11301 Acacia Parkway	Ricoh MP 6001SP	Konica Minolta Bizhub A. 654e B. C558	65 55	7,500 - 25,000	\$156.02	\$157.19	
12	Fire Department 11301 Acacia Parkway	Ricoh MP C5502A	Konica Minolta Bizhub A. C558 B. C558	55	5,000 - 15,000	\$157.19	\$157.19	
13	Central Stores 13802 Newhope Street	Ricoh MP 6001SP	Konica Minolta Bizhub A. 654e B. C558	65 55	7,500 - 25,000	\$156.02	\$157.19	
14	Police Department - Gang Unit 11301 Acacia Parkway	Ricoh MP 6001SP	Konica Minolta Bizhub A. 654e B. C558	65 55	7,500 - 25,000	\$156.02	\$157.19	
15	Public Works - Main Office 13802 Newhope Street	Ricoh MP C5502A	Konica Minolta Bizhub A. C558 B. C558	55	5,000 - 15,000	\$157.19	\$157.19	
16	Public Works - Portable 13802 Newhope Street	Ricoh MP 6001SP	Konica Minolta Bizhub A. 654e B. C558	65 55	7,500 - 25,000	\$156.02	\$157.19	
17	Police Department - Records 11301 Acacia Parkway	Ricoh MP 7001SP	Konica Minolta Bizhub A. 808 B. 808	80	10,000 - 50,000	\$182.36	\$182.36	
18	Police Department - Records 11301 Acacia Parkway	Ricoh MP 7001SP	Konica Minolta Bizhub A. 808 B. 808	80	10,000 - 50,000	\$182.36	\$182.36	
19	Police Department 2nd Floor 11301 Acacia Parkway	Ricoh MP C5502A	Konica Minolta Bizhub A. C558 B. C558	55	5,000 - 15,000	\$157.19	\$157.19	
20	Police Department 1st Floor Report Writing 11301 Acacia Parkway	Ricoh MP 6054	Konica Minolta Bizhub A. 654e B. C558	65 55	7,500 - 25,000	\$156.02	\$157.19	\$500 Trade-in in the form of a rebate

EXHIBIT "B" (RFP S-1207)

Proposed Equipment and Pricing Options

No.	Location	Current Equipment	Proposer's Recommended Equipment			Monthly Base Lease Payment 60 month lease (Option A)	Monthly Base Lease Payment 60 month lease (Option B)	Fair Market Trade In Value
		Model Name and Number	Model Name and Number	PPM	Monthly Volume Rating			
21	Housing Authority 11277 Garden Grove Blvd	Ricoh MP C3002	Konica Minolta Bizhub A. C368 A. C368	36	2,500 - 7,500	\$102.56	\$102.56	
22	Housing Authority 12966 Euclid St Suite 150	Canon IR- 2830	Konica Minolta Bizhub A. 368 B. C368	36	2,500 - 7,500	\$77.07	\$102.56	\$500 Trade-in in the form of a rebate
23	Cable TV Production 11277 Garden Grove Blvd	Ricoh MP 2852	Konica Minolta Bizhub A. 368 B. C368	36	2,500 - 7,500	\$77.07	\$102.56	\$500 Trade-in in the form of a rebate
24	Magnolia Family Resource Center 11402 Magnolia Street	Ricoh MP 2852	Konica Minolta Bizhub A. 368 B. C368	36	2,500 - 7,500	\$77.07	\$102.56	
25	Buena Clinton Family Resource Center	Ricoh MP 2550SPF	Konica Minolta Bizhub A. 368 B. C368	36	2,500 - 7,500	\$77.07	\$102.56	\$500 Trade-in in the form of a rebate
26	Public Works Water Services 13802 Newhope Street	Ricoh MP C5501	Konica Minolta Bizhub A. C558 B. C558	55	5,000 - 15,000	\$157.19	\$157.19	
27	Senior Center 11300 Stanford Avenue	Ricoh MP C2250	Konica Minolta Bizhub A. C368 A. C368	36	2,500 - 7,500	\$102.56	\$102.56	\$500 Trade-in in the form of a rebate
SW	NSI AutoStore 6 licenses including 5 yr maint plus professional services					\$293.47	\$293.47	
R	Rebate for "trade-in value" of owned MFPs payable 6-8 weeks after contract signing					\$2,500.00	\$2,500.00	

EXHIBIT "B" (RFP S-1207)

Proposed Equipment and Pricing Options

No.	Location	Current Equipment	Proposer's Recommended Equipment			Monthly Base Lease Payment 60 month lease (Option A)	Monthly Base Lease Payment 60 month lease (Option B)	Fair Market Trade In Value
		Model Name and Number	Model Name and Number	PPM	Monthly Volume Rating			

SUMMARY OF PRICING

MFP and Software Lease TOTAL:	\$5,477.96	\$5,590.41	
--------------------------------------	-------------------	-------------------	--

MAINTENANCE AGREEMENT

	ALLOWABLE VOLUMES	OVERAGE CPC
Workgroup BW	194,000	0.0045
Workgroup Color	11,000	0.045
Non - Production	<u>205,000</u>	
Production BW	130,000	0.0039
Production Color	22,000	0.039
Production	<u>152,000</u>	

Maintenance for Workgroup and Production TOTAL:	\$ 2,733.00	\$ 2,733.00	
--	--------------------	--------------------	--

TOTAL COMPENSATION MONTHLY:	\$ 8,210.96	\$ 8,323.41	
------------------------------------	--------------------	--------------------	--

TOTAL COMPENSATION ANNUALLY:	\$ 98,531.58	\$ 99,880.92	
-------------------------------------	---------------------	---------------------	--