

ATTACHMENT B

PRICING PROPOSAL - BEST AND FINAL OFFER

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Proposal Name: RICOH USA, INC.

DO NOT ADD SERVICE COST HERE (cost per copy). The City will calculate it with our averages. Only lease price with finisher and fax line, if applicable.

Location	Copier Model	Finisher		Serial Number		Model Name and Number	Finisher	PPM	Cost Per Black & White Copies	Cost Per Color Copy	Monthly Base Lease Payment; 60-month payment	Sales and Use Tax (8.75%) or any additional fees
	City's Current Copier Models	City's Current Copier Finishers	PPM	Current Serial Numbers	Fax Line Needed	Please List Proposing Copier Name and Model Number**	Please List Proposing Copier Finisher	Pages Per Minute	Proposing Cost for Black Copies	Proposing Cost for Color Copies	Lease Amount with Finisher & Fax Line (if applicable)	
City Hall-Repographics 2nd Floor 11222 Acacia Parkway	Xerox D125	Two (2)-Trays Extended Paper High Capacity Feeder for 13x19.2 paper; 2/3 Hole Punch; 1 top inserter	125	BG0972326	NO	RICOH PRO8320S	SR5110	136	.0036	N/A	\$796.56	\$866.26
City Hall - Repographics 2nd Floor 11222 Acacia Parkway	PlockmaticPro 35 Booklet Maker; attached to the D125	Square Fold, Face Trim, Rotate Crease, Bleed Trim, and Cover Feeder		PlockMaticPro 35	NO	PLOCKMATIC PBM350E	PLOCKMATIC RCTE	N/A	N/A	N/A	\$803.40 /\$461.15 If rct module removed	\$873.70/ \$501.50 if rct module removed
City Hall-Repographics 2nd Floor 11222 Acacia Parkway	Xerox Versant 80	Lt Production Booklet Maker & 2/3 Hole Punch, Two (2)-Tray Extended Paper High Capacity Feeder for 13x19.2 Paper; External Fiery Controller; 1 top inserter	80	B2R091639	NO	RICOH PROC5310S	SR5120	80	.0036	.0270	\$965.33	\$1,049.80
City Hall-Repographics 2nd Floor 11222 Acacia Parkway	Xerox D110	Staple Finisher & 2/3 Hole Punch; One (1)-Tray Extended Paper High Capacity Feeder for 13x19.2 Paper; 1 top inserter	110	BG0972785	NO	RICOH PRO8310S	SR5110	111	.0036	N/A	\$706.13	\$767.92
City Hall-HR 2nd Floor 11222 Acacia Parkway	Xerox WC7855	Officer Finisher	55	MX4503986	YES	IMC6000	SR3260	60	.005	.035	\$154.87	\$168.42
City Hall-City Clerk 2nd Floor 11222 Acacia Parkway	Xerox WC7970	Business Ready Finisher & 3 Hole Punch	70	B0W872385	YES	IMC8000	SR4150+PU	80	.005	.035	\$270.85	\$294.55
City Hall-CEDD 3rd Floor 11222 Acacia Parkway	Xerox WC7855	Officer Finisher	55	MX4507882	YES	IMC6000	SR3260	60	.005	.035	\$154.87	\$168.42
City Hall-City Manager 3rd Floor 11222 Acacia Parkway	Xerox WC7970	Business Ready Finisher & 3 Hole Punch	70	B0W869487	YES	IMC8000	SR4150+PU	80	.005	.035	\$270.85	\$294.55
City Hall-Water 1st Floor 11222 Acacia Parkway	Xerox WC7970	Business Ready Finisher & 3 Hole Punch	70	B0W872359	YES	IMC8000	SR4150+PU	80	.005	.035	\$270.85	\$294.55
City Hall-Building/Planning 1st Floor 11222 Acacia Parkway	Xerox WC7855	Officer Finisher	55	MX4507937	YES	IMC6000	SR3260	60	.005	.035	\$154.87	\$168.42
City Hall - Engineering 1st Floor 11222 Acacia Parkway	Xerox WC7855	Officer Finisher	55	MX4507903	NO	IMC6000	SR3260	60	.005	.035	\$145.55	\$158.29
Community Meeting Center 11300 Stanford Avenue	Xerox WC7970	Business Ready Finisher & 3 Hole Punch	70	B0W871411	YES	IMC8000	SR4150+PU	80	.005	.035	\$270.85	\$294.55
Senior Center 11300 Stanford Avenue	Xerox WC7855	Officer Finisher	55	MX4507886	YES	IMC6000	SR3260	60	.005	.035	\$154.87	\$168.42
Magnolia Family Resource Center 11402 Magnolia Street	Xerox WC7855	Officer Finisher	55	MX4502778	YES	IMC6000	SR3260	60	.005	.035	\$154.87	\$168.42
Buena Clinton Family Resource Center 12661 Sunswept Ave	Xerox WC7855	Officer Finisher	55	MX4502879	YES	IMC6000	SR3260	60	.005	.035	\$154.87	\$168.42
Juvenile Justice Center 11301 Acacia Parkway	Xerox WC7970	Business Ready Finisher & 3 Hole Punch	70	B0W872392	YES	IMC8000	SR4150+PU	80	.005	.035	\$270.85	\$294.55
Police Department (Gang Unit - Special Services) 11301 Acacia Parkway	Xerox WC7970	Business Ready Finisher & 3 Hole Punch	70	B0W872393	YES	IMC8000	SR4150+PU	80	.005	.035	\$270.85	\$294.55
Police Department (Records)* 11301 Acacia Parkway	Xerox WC5875	Officer Finisher	75	EX9667912	NO	IMC8000	SR4150	80	.005	.035	\$254.49	\$276.76
Police Department (Records) 11301 Acacia Parkway	Xerox WC5875	Officer Finisher	75	EX9668489	YES	IM8000	SR4150	80	.005	N/A	\$216.16	\$235.07

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Police Department (2nd Floor) 11301 Acacia Parkway	Xerox WC7855	Officer Finisher and 1 high capacity feeder tray for 13x19.2 paper	55	MX4507662	YES	IMC6000	SR3260	60	.005	.035	\$167.45	\$182.10
Police Department (1st Floor Report Writing) 11301 Acacia Parkway	Xerox WC7970	Business Ready Finisher & 3 Hole Punch	70	B0W869475	YES	IMC8000	SR4150+PU	80	.005	.035	\$270.85	\$294.55
Public Works Main Office 13802 Newhope Street	Xerox WC7855	Officer Finisher	55	MX4507651	YES	IMC6000	SR3260	60	.005	.035	\$154.87	\$168.42
Public Works Portable 13802 Newhope Street	Xerox WC7970	Business Ready Finisher & 3 Hole Punch	70	B0W871108	NO	IMC8000	SR4150+PU	80	.005	.035	\$260.84	\$283.66
Public Works Water Services 13802 Newhope Street	Xerox WC7855	Officer Finisher	55	MX4507926	YES	IMC6000	SR3260	60	.005	.035	\$154.87	\$168.42
Central Stores 13802 Newhope Street	Xerox WC5875	Officer Finisher	75	EX9668443	YES	IMC8000	SR4150	80	.005	.035	\$264.50	\$287.64
Housing Authority (front) 12966 Euclid St. Suite 150	Xerox WC7855	Officer Finisher	55	MX4504002	NO	IMC6000	SR3260	60	.005	.035	\$145.55	\$158.29
Housing Authority (rear) 12966 Euclid St. Suite 150	Xerox WC7855	Officer Finisher	55	MX4507946	YES	IMC6000	SR3260	60	.005	.035	\$154.87	\$168.42
Cable TV Production 12966 Euclid St. Suite 510	Xerox WC7855	Officer Finisher	55	MX4507890	YES	IMC6000	SR3260	60	.005	.035	\$154.87	\$168.42

* One of the Police Records MFC color capable; and one black and white.
Per Scope of Work, all proposed machines MUST meet or exceed our current specification of our equipment. Any machines proposed that do not meet our current specification will automatically be deemed unresponsive. Please see Scope of Work and Appendix C for all details on Specifications.

RICOH'S CASH REBATE OFFER:
FOR THE PRODUCTION EQUIPMENT (PRINT SHOP)
A TOTAL CASH REBATE OF \$13,000.00 TO BE RECEIVED
UPON REQUEST FOR REBATE AFTER DELIVER IN 30-40 DAYS.
Pro C5300s/Pro C5310s -\$4,000
Pro 8310/Pro 8310S/Pro 8310M- \$4,000
Pro 8320/Pro 8320S/Pro 8320M- \$5,000
SEE CERTIFICATE FOR DETAILS