

## GUIDE TO VIEWING CONTRACTORS' QUOTES

The individual quotes can be accessed by clicking on the bookmarks to the left of the page. The quotes are listed in order of category type and order of rank. The category names are abbreviated on the bookmarks, however bookmark names along with their corresponding full names are listed below for clarification. In addition to their quote, Lexmark is offering additional services to authorized users. To find out more about their Additional Services offerings visit the last document immediately following the quotes listed below.

Tab Name	Full Category Name
1_wkgrp B&W (Low)_Lexmrk	= Workgroup Black & White (Low End) - Lexmark 1st
2_wkgrp B&W (Low)_Dell	= Workgroup Black & White (Low End) - Dell 2nd
1_wkgrp B&W (Midrange)_Lexmark	= Workgroup Black & White (Midrange) - Lexmark 1st
2_wkgrp B&W (Midrange)_Xerox	= Workgroup Black & White (Midrange) - Xerox 2nd
1_wkgrp B&W (High)_Lexmark	= Workgroup Black & White (High End) - Lexmark 1st
2_wkgrp B&W (High)_HP	= Workgroup Black & White (High End) - HP 2nd
1_wkgrp Color (Low)_Lexmark	= Workgroup Color (Low End) - Lexmark 1st
2_wkgrp Color (Low)_Dell	= Workgroup Color (Low End) - Dell 2nd
1_Wkgrp Color (High)_Lexmark	= Workgroup Color (High End) - Lexmark 1st
2_Wkgrp Color (High)_Dell	= Workgroup Color (High End) - Dell 2nd
1_MFP Color (Low)_Lexmark	= Workgroup Multifunction Color (Low End) - Lexmark 1st
No 2nd Place Award	No 2nd Place Award
1_MFP Color (High)_Lexmark	= Workgroup Multifunction Color (High End) - Lexmark 1st
2_MFP Color (High)_Xerox	= Workgroup Multifunction Color (High End) - Xerox 2nd
1_MFP B&W (Low)_Lexmark	= Workgroup Multifunction Black & White (Low End) - Lexmark 1st
2_MFP B&W (Low)_Dell	= Workgroup Multifunction Black & White (Low End) - Dell 2nd
1_MFP B&W (Midrange)_Xerox	= Workgroup Multifunction Black & White (Mid Range) - Xerox 1st
2_MFP B&W (Midrange)_Lexmark	= Workgroup Multifunction Black & White (Mid Range) - Lexmark 2nd
1_MFP B&W (High)_Lexmark	= Workgroup Multifunction Black & White (High End) - Lexmark 1st
2_MFP B&W (High)_Xerox	= Workgroup Multifunction Black & White (High End) - Xerox 2nd
Additional Services_Lexmark	= Additional Services offered from Lexmark

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

<b>Company Name:</b>	Lexmark International, Inc.	<b>Proposed Printer:</b>	Lexmark E460dn
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$749.00	\$566.22	\$301.97	\$301.97
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$278.00	\$229.05	\$187.73	\$187.73
3	<b>Lifetime * Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$435.00	\$246.63	\$13.84	\$52.59
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$336.00	\$196.20	\$131.50	\$1,201.03
<b>TOTAL COST OF OWNERSHIP (3 YEAR)</b>					<b>\$1,743.33</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.012106426

\*\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

**WORKGROUP BLACK & WHITE LOW END**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
4,000	36	144,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 20 PPM	40 PPM
Monthly Duty Cycle	min 20,000	80,000
Print Quality	600 x 600 dpi	1200 x 1200 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0 High Speed Certified (Type B)
Print Languages	PCL (5E and 6), PostScript 3	PCL 5e emulation, PCL 6 emulation, PPDS, PS 3 Emulation, HTML, PDF 1.6 Emulation, Direct Image, Microsoft XPS
Memory	32mb	64 MB
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, Card Stock, Dual Web Labels, Envelopes, Integrated Labels, Paper Labels, Plain Paper, Polyester Labels, Transparencies, Vinyl Labels
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Mac OS X, Mac OS 9.2, Windows 7, Server 2008, (WHQL Certified), <a href="http://support.lexmark.com">http://support.lexmark.com</a>
Input	minimally, one (1) input tray adjustable to 8.5" x 11" and 8.5" x 14"	250 Sheet input tray adjustable to 8.5" x 11" and 8.5" x 14", 50 sheet Multi Purpose Feeder Tray.
Duplex	Automatic	Integrated Automatic Duplex Unit
Energy Management	Energy Star	Energy Star
Footprint (wXh inches)	SPECIFY	10.2 x 15.98 x 14.55 in. (H x W x D)
Standard Input/Output Capacity	SPECIFY	300 Input / 150 Output

### Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Lexmark E460dn	34S0700	\$749.00	\$566.22	\$301.97
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$749.00</b>	<b>\$566.22</b>	<b>\$301.97</b>

**WORKGROUP BLACK & WHITE LOW END**

### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site			
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price
Upgrade 1st year to Onsite Warranty Next Business Day	2350257	\$29.00	\$23.89	\$20.00
2 Year Extended Onsite Warranty, Next Business Day	2350259	\$249.00	\$205.16	\$167.73
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$278.00</b>	<b>\$229.05</b>	<b>\$187.73</b>

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
E-360 Photoconductor Kit	E260X22G	144000	30,000	4	\$36.00	\$21.63	\$13.84	\$52.59
E260/360/460 - Maintenance Kit	40X5400	144000	120,000	0	\$399.00	\$225.00	\$0.00	\$0.00
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$435.00</b>	<b>\$246.63</b>	<b>\$13.84</b>	<b>\$52.59</b>

**WORKGROUP BLACK & WHITE LOW END**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
144,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	X

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
Monochrome Consumables							
P/N E460X11A - E460 Extra High Yield Return	7,000	15,000	9	336	\$196.20	\$131.50	\$1,201.03
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$336.00</b>	<b>\$196.20</b>	<b>\$131.50</b>	<b>\$1,201.03</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Cables	6 ft USB	M	6 ft. USB Cable	1021294	\$21.00	\$15.76	\$14.18
	6 ft. Ethernet	M	6 Ft. Ethernet Cable	16A0834	\$25.00	\$19.96	\$17.96
Memory	Upgradable to 128mb		128MB Memory	1022298	\$724.00	\$486.38	\$437.74
Asset Mgmt.	Asset Tagging		Asset Tagging	43C0099	\$225.00	\$100.00	\$15.00
Toner (for warranty duration)	Less than Highest Yield: Black						
	Standard Yield:		3.5K Return Program Toner Cartridge	E260A11A	\$133.41	\$78.58	\$68.50
Connectivity	Integrated Wireless b/g		Lexmark E460dw (Pricing listed is for printer w/wireless bundle. +\$108.34 total additional cost for upgrade.)	34S0600	\$874.00	\$660.76	\$410.31
	USB Disabling Feature (if applicable)	M	USB Disabling Feature Standard	N/A	\$0.00	\$0.00	\$0.00
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

WORKGROUP BLACK & WHITE LOW END

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

<b>Company Name:</b>	Dell, Inc.	<b>Proposed Printer:</b>	Dell Laser 3330dn
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$599.00	\$578.04	\$190.20	\$190.20
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$260.00	\$254.80	\$254.80	\$254.80
3	<b>Lifetime * Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$35.00	\$34.13	\$34.13	\$129.69
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$214.99	\$209.62	\$171.00	\$1,673.36
<b>TOTAL COST OF OWNERSHIP (3 YEAR)</b>					<b>\$2,248.05</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.015611466

\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
4,000	36	144,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	x

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 20 PPM	40 PPM
Monthly Duty Cycle	min 20,000	80,000
Print Quality	600 x 600 dpi	1200 x 1200 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable
Print Languages	PCL (5E and 6), PostScript 3	PCL (5E and 6), PostScript 3
Memory	32mb	64MB
Media Type	Paper, recycled paper, labels, envelopes	Plain, Recycled, Light, Bond, Colored, Greeting Card Stock (No Duplex support), Envelopes (smooth), Paper Labels, Transparencies, Letterhead, Preprinted Paper
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Microsoft® Windows Server® 2008, Windows Server 2003, Windows Server 2000, Microsoft® XP 32bit/64 bit, 2000, Microsoft Vista® 32bit/64bit, Windows 7, MacOS: (OS 9.2 and OS X 10.2-10.6), Unix( PS PPD for Sun Solaris 8,9,10.0) HP UX. Citrix Metaframe Presentation Server 3.0 & 4.0 (compatible) and 4.5 (certified), SAP. Novell NetWare: 5.1, 6.x. Linux: Ubuntu 8.10, 9.04, Debian GNU/Linux 5.0, RH Linux 3.0,4.0,5.0 WS SuSE Linux 8.0, 9.0, 10.0. SuSE Linux Enterprise Server 11, SuSE Linux Enterprise Desktop 11, OpenSUSE 11.1
Input	minimally, one (1) input tray adjustable to 8.5"x 11" and 8.5"x14"	250 sheets + 50 Sheet Multipurpose tray both adjustable to 8.5" x 11" and 8.5" x 14"
Duplex	Automatic	Automatic
Energy Management	Energy Star	Energy Star
Footprint (wXdXh inches)	SPECIFY	16.6" x 14.53" x 10.2"
Standard Input/Output Capacity	SPECIFY	Input: 250-sheet covered tray and 50-sheet multipurpose tray/Output: 150 sheets

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
3330dn	224-6887	\$599.00	\$578.04	\$190.20

The prices to the right will be transferred automatically to the Cost Summary	\$599.00	\$578.04	\$190.20
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### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site				
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price	
3 Year Next Business Day On-Site	905-6592	\$200.00	\$196.00	\$196.00	
	906-5080	\$20.00	\$19.60	\$19.60	
	905-5628	\$0.00	\$0.00	\$0.00	
	905-4397	\$40.00	\$39.20	\$39.20	
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$260.00</b>	<b>\$254.80</b>	<b>\$254.80</b>	

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	x

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
Imaging Drum Kit	330-5208	144000	30,000	4	\$35.00	\$34.13	\$34.13	\$129.69
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$35.00</b>	<b>\$34.13</b>	<b>\$34.13</b>	<b>\$129.69</b>

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
144,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	<input checked="" type="checkbox"/>

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
Monochrome Consumables							
Dell 14,000 Use & Return Toner/330-5207	7,000	14,000	10	215	\$209.62	\$171.00	\$1,673.36
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$214.99</b>	<b>\$209.62</b>	<b>\$171.00</b>	<b>\$1,673.36</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Cables	6 ft USB	M	10 FT USB	310-8687	\$24.99	\$24.37	\$24.37
	6 ft. Ethernet	M	7 ft Ethernet	A0940110	\$4.99	\$4.49	\$4.49
Memory	Upgradable to 128mb		128MB	A3388139	\$59.99	\$58.49	\$45.00
Asset Mgmt.	Asset Tagging		Asset Tag, Custom Project	365-0013/365-1024/365-1025	\$20.00	\$19.60	\$19.60
Toner (for warranty duration)	Less than Highest Yield: Black		Dell 7,000 Use/Return Toner	330-5210	\$159.99	\$155.99	\$155.99
	Standard Yield:		Dell 14,000 Use/Return Toner	330-5207	\$214.99	\$209.62	\$171.00
	Other than new, OEM: Black		NA				
Connectivity	Integrated Wireless b/g		NA				
	USB Disabling Feature (if applicable)	M	NA				
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

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WORKGROUP BLACK & WHITE LOW END



**WORKGROUP BLACK & WHITE LOW END**

**WORKGROUP BLACK & WHITE LOW END**

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name:	Lexmark International, Inc.	Proposed Printer:	Lexmark T650dn
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$1,039.00	\$791.02	\$528.06	\$528.06
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$298.00	\$245.53	\$156.87	\$156.87
3	<b>Lifetime<sup>*</sup> Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$357.13	\$239.28	\$0.00	\$0.00
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$565.20	\$319.27	\$187.95	\$2,653.85
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$3,338.78</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.0092744

<sup>\*</sup>"Lifetime" is defined as the duration of the required warranty period for the printer category.

**WORKGROUP BLACK & WHITE (MIDRANGE)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.  
 Estimated Monthly Volume is equal to 5% of the contractor's declared Maximum Monthly Duty Cycle of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
10,000	36	360,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 30 PPM	45 PPM
Auto Duplex	<b>Auto duplex required (No minimum duplex speed); Must provide side per minute duplex speed</b>	Auto Duplex. Up to 36 sides per minute duplex speed.
First Page Out	max 12 seconds	7.5 Seconds
Monthly Duty Cycle	min 80,000	200,000
Print Quality	600 x 600 dpi	1200 x 1200
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0 High Speed Certified (Type B)
Print Languages	PCL (5E and 6), PostScript 3	PCL 5e emulation, PCL 6 emulation, PPDS, PS 3 Emulation, HTML, PDF 1.6 Emulation, Direct Image, Microsoft XPS
Memory	Minimum 64 MB	128 MB standard
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, Card Stock, Dual Web Labels, Envelopes, Integrated Labels, Paper Labels, Plain Paper, Polyester Labels, Transparencies, Vinyl Labels
Remote Management	Web-based remote management	Web Based Remote Management via MarkVision Professional
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Mac OS X, Mac OS 9.2, Windows 7, Server 2008, (WHQL Certified), <a href="http://support.lexmark.com">http://support.lexmark.com</a>
Input	minimally, one (1) input tray adjustable to 8.5"x 11" and 8.5"x14"	250 Page Drawer adjustable to 8.5" x 11" and 8.5" x 14", 100 Sheet Multipurpose Feeder
Duplex	Automatic	Automatic
Energy Management	Energy Star	Energy Star
Footprint (wXdXh inches)	SPECIFY	15.8 x 16.7 x 25.2 in. (H x W x D)
Standard Input/Output Capacity	SPECIFY	350 Input / 350 Output

### Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Lexmark T650dn	30G0106	\$1,039.00	\$791.02	\$528.06
The prices to the right will be transferred automatically to the Cost Summary		\$1,039.00	\$791.02	\$528.06

**WORKGROUP BLACK & WHITE (MIDRANGE)**

### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site			
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price
1st Year Upgrade to Next Business Day Onsite Warranty	2350301	\$49.00	\$40.37	\$25.00
2 Year Extended Onsite Warranty, Next Business Day	2350303	\$249.00	\$205.16	\$131.87
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$298.00</b>	<b>\$245.53</b>	<b>\$156.87</b>

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
T65x/X65x Maintenance Kit	40X4724	360000	300000	0	\$357.13	\$239.28	\$0.00	\$0.00
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$357.13</b>	<b>\$239.28</b>	<b>\$0.00</b>	<b>\$0.00</b>

**WORKGROUP BLACK & WHITE (MIDRANGE)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
360,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	X

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
P/N T650H11A (25K) Return Program Toner Cartridge	7,000	25,000	14	\$65	\$319.27	\$187.95	\$2,653.85
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$565.20</b>	<b>\$319.27</b>	<b>\$187.95</b>	<b>\$2,653.85</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Paper Trays	6 ft Ethernet	M	6 Ft. Ethernet Cable	16A0834	\$25.00	\$19.96	\$17.96
	Additional tray/feed	M	250 Sheet Drawer	30G0800	\$252.00	\$167.03	\$150.33
	Envelope Feeder (min 10)		Envelope Feeder	30G0807	\$316.00	\$209.05	\$188.15
	Additional option (SPECIFY)		550 Sheet Drawer	30G0802	\$316.00	\$209.05	\$188.15
	Additional option (SPECIFY)		2000 Sheet Drawer	30G0804	\$633.00	\$419.15	\$377.24
	Additional option (SPECIFY)		550 Sheet Lockable Drawer	30G0849	\$379.00	\$251.07	\$225.96
	Additional option (SPECIFY)		550 Sheet Output Expander	30G0851	\$189.00	\$125.01	\$112.51
	Additional option (SPECIFY)		5 Bin Mailbox Option	30G0852	\$506.00	\$335.11	\$301.60
Additional option (SPECIFY)		1850 Sheet High Cap Output Stacker	30G0853	\$506.00	\$335.11	\$301.60	
Memory	Upgradable to 128mb	M	128 MB	1022298	\$724.00	\$486.38	\$437.74
Asset Mgmt.	Asset Tagging		Asset Tagging	43C0099	\$225.00	\$100.00	\$15.00
Toner (for warranty duration)	Less than Highest Yield: Black						
	Standard Yield: Black		7K Return Program Toner Cartridge	T650A11A	\$202.87	\$114.63	\$99.96
	Other than new, OEM: Black						
Connectivity	Integrated Wireless b/g	M	MarkNet 8150 802.11 b/g/n Wireless Print Server	14F0040	\$544.00	\$377.13	\$339.42
	Gigabit Ethernet		MarkNet 8120 Gigabit Ethernet Print	14F0037	\$180.00	\$125.01	\$112.51
	USB Disabling Feature (if applicable)	M	USB Disabling Feature Standard	N/A	\$0.00	\$0.00	\$0.00
Print Language	Generic text compatible		Compatible with Generic text drivers	N/A	\$0.00	\$0.00	\$0.00
Hard Disk			80GB Hard Disk	14F0102	\$598.00	\$402.34	\$362.11
	Additional option (SPECIFY)						
<b>Hardware or Software Utility for Cleaning /Sanitizing Hardware</b>	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant		Meets DOD 5220.22 Standards when Hard Disk is installed	N/A	\$0.00	\$0.00	\$0.00
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

**WORKGROUP BLACK & WHITE (MIDRANGE)**

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name:	Xerox Corporation	Proposed Printer:	4510/N
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$1,497.00	\$1,201.23	\$571.00	\$571.00
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$299.00	\$279.57	\$141.00	\$141.00
3	<b>Lifetime * Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$379.00	\$268.52	\$200.00	\$250.00
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$316.00	\$223.89	\$160.00	\$3,705.26
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$4,667.26</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.010371696

**WORKGROUP BLACK & WHITE (MIDRANGE)**

\*\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared Maximum Monthly Duty Cycle of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
12,500	36	450,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 30 PPM	45 PPM
Auto Duplex	<b>Auto duplex required (No minimum duplex speed); Must provide side per minute duplex speed</b>	27 PPM
First Page Out	max 12 seconds	8 seconds
Monthly Duty Cycle	min 80,000	250,000
Print Quality	600 x 600 dpi	1200 x 1200 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, USB 2.0, Mac compliant, Multicast DNS (mDNS) capable
Print Languages	PCL (5E and 6), PostScript 3	Adobe PostScript 3, PCL 5e / PCL 6 emulation
Memory	Minimum 64 MB	128 MB
Media Type	Paper, recycled paper, labels, envelopes	3x5 in. to 8.5x14 in. including custom sizes, labels, envelops. to 18 lb cover. Paper, recycled paper, abels, envelopes.
Remote Management	Web-based remote management	CentreWare IS Embedded Web Server, CentreWare Web, Xerox NDPS Gateway, Job Accounting, Usage Analysis Tool
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Mac, Windows 7 and Server 2008 (WhQL certified)
Input	minimally, one (1) input tray adjustable to 8.5"x 11" and 8.5"x14"	Tray 1 (MPT): 150 sheets, Tray 2: 550 sheets
Duplex	Automatic	Automatic
Energy Management	Energy Star	Energy Star
Footprint (wxDxh inches)	SPECIFY	16.6 x 18.3 x17.3
Standard Input/Output Capacity	SPECIFY	700/500

**WORKGROUP BLACK & WHITE (MIDRANGE)**

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Phaser 4510 Laser Printer w/Duplex Unit	4510/N with 097S03625	\$1,497.00	\$1,201.23	\$571.00
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$1,497.00</b>	<b>\$1,201.23</b>	<b>\$571.00</b>

### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site				
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price	
2 Addl Yr Svc: Extended On-Site Service For Total Of 3 Yrs When	E4510S3	\$299.00	\$279.57	\$141.00	
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$299.00</b>	<b>\$279.57</b>	<b>\$141.00</b>	

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
Maintenance Kit, 110V, Phaser 4510	108R00717	450000	200000	1	\$379.00	\$268.52	\$200.00	\$250.00
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$379.00</b>	<b>\$268.52</b>	<b>\$200.00</b>	<b>\$250.00</b>

**WORKGROUP BLACK & WHITE (MIDRANGE)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
450,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	X

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
113R00712 High-Capacity Print Cartridge, Phaser 4510	10,000	19,000	23	316	\$223.89	\$160.00	\$3,705.26
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$316.00</b>	<b>\$223.89</b>	<b>\$160.00</b>	<b>\$3,705.26</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Paper Trays	6 ft Ethernet	M	BEL-A3L980-10-BLK-S - Patch Cable -RJ-	1030230	\$8.99	\$4.60	\$4.47
	Additional tray/feed	M	550-Sheet Feeder (With Tray)	097S03624	\$345.00	\$276.84	\$276.84
	Envelope Feeder (min 10)						
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
Memory	Upgradable to 128mb	M	Standard				
Asset Mgmt.	Asset Tagging						
Toner (for warranty duration)	Less than Highest Yield: Black						
	Standard Yield: Black						
	Other than new, OEM: Black						
Connectivity	Integrated Wireless b/g	M	Wireless Network Adapter With North American Power Converter, 110V	097S03740	\$262.00	\$210.24	\$210.24
	Gigabit Ethernet						
	USB Disabling Feature (if applicable)	M	Not Applicable				
Print Language	Generic text compatible						
Hard Disk							
	Additional option (SPECIFY)						
<b>Hardware or Software Utility for Cleaning /Sanitizing Hardware</b>	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant						
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No	DOE Bundle*	\$215.00	\$198.00	\$30.00

**WORKGROUP BLACK & WHITE (MIDRANGE)**

**Additional Information**

Use the space below to include additional information or provide explanations for any of the information submitted.

\*This option is available through ASI Systems Integration only.

WORKGROUP BLACK & WHITE (MIDRANGE)

Lexmark has lowered the price of model T654dn from \$830.68 to \$730.68.  
 This new price will remain in effect until the end of the Initiative.

**Vendor Information**

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name:	Lexmark International, Inc.	Proposed Printer:	Lexmark T654dn
Contact 1:	Vernon Aldershoff	Contact 2:	Jared Vichengrad
Phone:	518-357-4029	Phone:	212-880-2806
E-mail:	vernonA@lexmark.com	E-mail:	jaredav@lexmarl.com

**Cost Summary**

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$1,782.00	\$1,294.21	\$830.68	\$830.68
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$388.00	\$319.68	\$230.08	\$230.08
3	<b>Lifetime Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$0.00	\$0.00	\$0.00	\$0.00
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$602.00	\$341.10	\$250.50	\$3,374.79
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$4,435.55</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.00896071

\*\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

WORKGROUP BLACK & WHITE (HIGH END)

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
13,750	36	495,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 45 PPM	55 ppm
Auto Duplex	<b>Auto duplex required (No minimum duplex speed); Must provide side per minute duplex speed</b>	Auto duplex standard, 37 sides per minute
First Page Out	max 10 seconds	7.5 seconds
Monthly Duty Cycle	min 200,000	275,000
Print Quality	600 x 600 dpi	600 x 600 dpi, 1200 image Quality, 1200 x1200 dpi, 2400 image quality
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0 High Speed Certified (Type B)
Print Languages	<b>PCL (5E and 6), PostScript 3 (w/support for direct consumption of at least PDF v 1.3)</b>	PCL 5e Emulation, PCL 6 emulation, Personal printer Data Sstream (PPDS), PostScript 3 Emulation, HTML. PDF 1.6 Emulation, Direct Image, Microsoft XPS (XML Paper Specification)
Memory	Minimum 128 MB	256 MB Standard
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, Card Stock, Dual Web Labels, Envelopes, Integrated Labels, Paper Labels, Plain Paper, Polyester Labels, Transparencies, Vinyl Labels
Remote Management	Web-based remote management	Web Based Remote Management via MarkVision Professional
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Mac OS X, Mac OS 9.2, Windows 7, Server 2008, (WHQL Certified), <a href="http://support.lexmark.com">http://support.lexmark.com</a>
Input	minimally, one (1) input tray adjustable to 8.5"x 11" and 8.5"x14"	550 Shjeet Drawer adjustable to 8.5" x 11" and 8.5" x 14", 100 sheet Multipurpose feeder
Duplex	Automatic	Automatic
Energy Management	Energy Star	Energy Star
Footprint (wXdxh inches)	SPECIFY	17.2 x 16.7 x 20.1 in. (H x W x D)
Standard Input/Output Capacity	SPECIFY	650 Input / 550 Output

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Lexmark T654dn	30G0300	\$1,782.00	\$1,294.21	\$830.68
The prices to the right will be transferred automatically to the Cost Summary		<b>\$1,782.00</b>	<b>\$1,294.21</b>	<b>\$830.68</b>

**WORKGROUP BLACK & WHITE (HIGH END)**

### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site				
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price	
Upgrade to Onsite Service, Next Business Day	2350371	\$39.00	\$32.13	\$20.00	
2 Year Extended Onsite Warranty, Next Business Day	2350373	\$349.00	\$287.55	\$210.08	
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$388.00</b>	<b>\$319.68</b>	<b>\$230.08</b>	

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
T65x Fuser Maintenance Kit	40X4724	495000	300,000	1	\$0.00	\$0.00	\$0.00	\$0.00
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

**WORKGROUP BLACK & WHITE (HIGH END)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
495,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES X
--	----------

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
T654X11A T654 Extra High Yield Return Program Print Cartridge	10,000	36,000	13	602	\$341.10	\$250.50	\$3,374.79
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$602.00</b>	<b>\$341.10</b>	<b>\$250.50</b>	<b>\$3,374.79</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification	Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Cables	6 ft Ethernet	M 6 ft Ethernet	16A0834	\$25.00	\$19.96	\$17.96
Paper Trays	Additional tray/feed	M 250 Sheet Drawer	30G0800	\$252.00	\$167.03	\$150.33
	Envelope Feeder (min 10)	Envelope Feeder	30G0807	\$316.00	\$209.05	\$188.15
	250 sheet tray/feed	250 Sheet Drawer	30G0800	\$252.00	\$167.03	\$150.33
	500 sheet tray/feed	550 Sheet Drawer	30G0802	\$316.00	\$209.05	\$188.15
	1500+ sheet tray/feed	2000-Sheet High Capacity Feeder	30G0804	\$633.00	\$419.15	\$377.24
	11 x 17 tray					
	Additional option (SPECIFY)	T65x 5-Bin Mailbox	30G0852	\$506.00	\$335.11	\$301.60
	Additional option (SPECIFY)	400-Sheet Universally Adjustable tray	30G0860	\$421.00	\$278.38	\$250.55
Output	Additional option (SPECIFY)	200-Sheet Universally Adjustable Tray	30G0871	\$337.00	\$222.71	\$200.44
	High Capacity Tray					
	Stacker	T65x High Capacity Output Stacker	30G0853	\$506.00	\$335.11	\$301.60
	Stapler	T65x StapleSmart II Finisher	30G0850	\$316.00	\$209.05	\$188.15
Memory	Additional option (SPECIFY)	T65x Caster Base	16M1207	\$443.00	\$293.09	\$263.79
	Upgradable to 256mb	M 256MB Standard	NA	\$0.00	\$0.00	\$0.00
Asset Mgmt.	Additional option (SPECIFY)	256MB DDR2-DRAM	1025041	\$749.00	\$503.19	\$452.88
	Asset Tagging	Asset Tagging	43C0099	\$225.00	\$100.00	\$15.00
Toner (for warranty duration)	Less than Highest Yield: Black					
	Standard Yield: Black	High Yield Print Cartridge	T650H21A	\$618.02	\$370.76	\$333.69
	Other than new, OEM: Black					
Connectivity	Integrated Wireless b/g	M MarkNet N8150 802.11b/g/n Wireless Print Server	14F0040	\$544.00	\$377.13	\$339.42
	Gigabit Ethernet	MarkNet N8120 Gigabit Ethernet	14F0037	\$180.00	\$125.01	\$112.51
	USB Disabling Feature (if applicable)	M USB Disabling Feature Standard	N/A	\$0.00	\$0.00	\$0.00
Print Language	Generic text compatible	Compatible with Generic text drivers	N/A	\$0.00	\$0.00	\$0.00
Hard Disk		Lexmark T656dne (Pricing listed is for printer w/hard drive bundle. +\$509.58 total additional cost for upgrade.)	30G0400	\$2,507.00	\$1,843.62	\$1,490.26
	Additional option (SPECIFY)					
<b>Hardware or Software Utility for Cleaning /Sanitizing Hardware</b>	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant	Meets DOD 5220.22 Standards when Hard disk is installed	N/A	\$0.00	\$0.00	\$0.00
DOE Bundle		<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

**WORKGROUP BLACK & WHITE (HIGH END)**

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name:	Hewlett Packard	Proposed Printer:	P4015dn
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$1,889.00	\$1,371.00	\$690.00	\$690.00
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$349.00	\$282.00	\$135.00	\$135.00
3	<b>Lifetime * Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$360.00	\$261.00	\$195.00	\$156.00
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$424.51	\$248.00	\$166.00	\$2,732.08
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$3,713.08</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.009168107

\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

**WORKGROUP BLACK & WHITE (HIGH END)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
11,250	36	405,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 45 PPM	52 PPM
Auto Duplex	<b>Auto duplex required (No minimum duplex speed); Must provide side per minute duplex speed</b>	41 PPM
First Page Out	max 10 seconds	8.5 seconds
Monthly Duty Cycle	min 200,000	225,000
Print Quality	600 x 600 dpi	1200 x 1200 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	HP Jetdirect Gigabit Ethernet, USB 2.0
Print Languages	<b>PCL (5E and 6), PostScript 3 (w/support for direct consumption of at least PDF v 1.3)</b>	PCL (5E and 6), PostScript 3, Direct PDF V1.4
Memory	Minimum 128 MB	128 MB
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, envelopes, labels, card stock, transparencies
Remote Management	Web-based remote management	Web JetAdmin
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Mac, Windows 7 and Server 2008 (WHQL) compatible. <a href="http://h20338.www2.hp.com/Hpsub/cache/344305-0-0-225-121.html">http://h20338.www2.hp.com/Hpsub/cache/344305-0-0-225-121.html</a>
Input	minimally, one (1) input tray adjustable to 8.5"x 11" and 8.5"x14"	1 Tray and 1 Multipurpose
Duplex	Automatic	Automatic
Energy Management	Energy Star	Energy Star Compliant
Footprint (wXdXh inches)	SPECIFY	16.5 21.2 x 15.5
Standard Input/Output Capacity	SPECIFY	Input= 100+500 / Output=100+500

### Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
P4015dn	CB526A#ABA	\$1,889.00	\$1,371.00	\$690.00
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$1,889.00</b>	<b>\$1,371.00</b>	<b>\$690.00</b>

**WORKGROUP BLACK & WHITE (HIGH END)**

### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site				
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price	
3 Year Next Business Day On-Site	H5479E	\$349.00	\$282.00	\$135.00	
The prices to the right will be transferred automatically to the Cost Summary		\$349.00	\$282.00	\$135.00	

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
110M PM Kit	CB388A	405000	225000	1	\$360.00	\$261.00	\$195.00	\$156.00
The totals to the right will be transferred automatically to the Cost Summary					\$360.00	\$261.00	\$195.00	\$156.00

**WORKGROUP BLACK & WHITE (HIGH END)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
405,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
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Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
Monochrome Consumables							
24K High Yield Black Cartridge (Part # CC364x)	10,000	24,000	16	425	\$248.00	\$166.00	\$2,732.08
<b>The totals to the right will be transferred to the Cost Summary</b>					<b>\$424.51</b>	<b>\$248.00</b>	<b>\$166.00</b>
							<b>\$2,732.08</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Cables	6 ft Ethernet	M	6 Foot Ethernet Cable	A164333	\$6.99	\$4.05	\$4.05
Paper Trays	Additional tray/feed	M	500 Sheet Tray	CB518A	\$299.00	\$217.00	\$184.00
	Envelope Feeder (min 10)		75 Envelope Tray	CB524A	\$299.00	\$217.00	\$184.00
	250 sheet tray/feed						
	500 sheet tray/feed						
	1500+ sheet tray/feed		1500 High Capacity Output	CB523A	\$600.00	\$436.00	\$371.00
	11 x 17 tray						
	Additional option (SPECIFY)		5 Bin Mailbox	CB520A	\$479.00	\$348.00	\$296.00
Output	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
	High Capacity Tray						
Memory	Stacker		500 Sheet Stacker	CB521A	\$179.00	\$130.00	\$111.00
	Stapler		500 Sheet Stapler / Stacker	CB522A	\$299.00	\$217.00	\$184.00
	Additional option (SPECIFY)		Printer Stand	CB525A	\$359.00	\$261.00	\$222.00
Memory	Upgradable to 256mb	M	128 MB Memory	CC414A	\$840.00	\$491.00	\$368.00
	Additional option (SPECIFY)		256 MB Memory	CC415A	\$875.00	\$512.00	\$384.00
Asset Mgmt.	Asset Tagging		Asset Tag affixed to device	DP031AV	\$7.00	\$5.00	\$5.00
Toner (for warranty duration)	Less than Highest Yield: Black		10K Yield Black Print Cartridge	CC364A	\$238.60	\$140.00	\$111.00
	Standard Yield: Black		24K High Yield Black Print Cartridge	CC364X	\$424.51	\$248.00	\$166.00
	Other than new, OEM: Black						
Connectivity	Integrated Wireless b/g	M	HP Jetdirect wireless print server	J8007G	\$548.00	\$398.00	\$338.00
	Gigabit Ethernet		Included	incl.	incl.	incl.	incl.
	USB Disabling Feature (if applicable)	M	Included	incl.	incl.	incl.	incl.
Print Language	Generic text compatible						
Hard Disk	Additional option (SPECIFY)		Hard Disk Option	J7989G	\$575.00	\$417.00	\$354.00
<b>Hardware or Software Utility for Cleaning /Sanitizing Hardware</b>	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant						
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

WORKGROUP BLACK & WHITE (HIGH END)

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

<b>Company Name:</b>	Lexmark International, Inc.	<b>Proposed Printer:</b>	Lexmark C544dn
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$629.00	\$471.67	\$292.90	\$292.90
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$198.00	\$163.13	\$133.06	\$133.06
3	<b>Lifetime Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$1,101.00	\$408.83	\$262.47	\$415.83
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$651.00	\$446.68	\$311.11	\$4,601.21
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$5,443.00</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.054979756

\*\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

**WORKGROUP COLOR (LOW END)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
2,750	36	99,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	X

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed (Color)	min 20 PPM	25 PPM
Auto Duplex (Color)	<b>Auto duplex required (No minimum duplex speed); Must provide side per minute duplex speed</b>	Auto Duplex Standard - Up to 12 SPM
First Page Out	max 18 seconds	11 seconds
Monthly Duty Cycle	min 20,000	55,000
Print Quality	600 x 600 dpi	1200 x 1200 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0 High Speed Certified (Type B)
Print Languages	PCL (5E/5C and 6), PostScript 3	PCL 5e emulation, PCL 6 emulation, PPDS, PS 3 Emulation, HTML, PDF 1.6 Emulation, Direct Image, Microsoft XPS
Memory	Minimum 64MB	128MB Standard
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, Card Stock, Dual Web Labels, Envelopes, Integrated Labels, Paper Labels, Plain Paper, Polyester Labels, Transparencies, Vinyl Labels
Remote Management	Web-based remote management	Web Based Remote Management via MarkVision Professional
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Mac OS X, Mac OS 9.2, Windows 7, Server 2008, (WHQL Certified), <a href="http://support.lexmark.com">http://support.lexmark.com</a>
Input	minimally, one (1) input tray adjustable to 8.5"x 11" and 8.5"x14"	Standard - two (2) input trays (1 - 250 sheet adjustable to 8.5"x11" and 8.5"x14"; 1 - Single Sheet Manual Feeder)
Duplex	Automatic	Automatic
Energy Management	Energy Star	Energy Star
Footprint (wXdXh inches)	SPECIFY	11.5 x 16.7 x 15.7 (H x W x D)
Standard Input/Output Capacity	SPECIFY	250 + 1 pages Input/100 pages output

### Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Lexmark C544dn	26C0000	\$629.00	\$471.67	\$292.90
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$629.00</b>	<b>\$471.67</b>	<b>\$292.90</b>

**WORKGROUP COLOR (LOW END)**

### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site			
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price
Upgrade to Onsite Service, Next Business Day	2350476	\$29.00	\$23.89	\$20.00
2 Year Extended Onsite Warranty, Next Business Day	2350478	\$169.00	\$139.24	\$113.06
The prices to the right will be transferred automatically to the Cost Summary		\$198.00	\$163.13	\$133.06

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
C54x Black & Color Imaging Kit	C540X74G	99000	30000	2	\$291.00	\$199.80	\$144.74	\$332.90
C54x Toner Waste Bottle	C540X75G	99000	36000	2	\$12.00	\$8.03	\$5.82	\$10.18
C54x Fuser	40X5437	99000	60000	1	\$399.00	\$100.50	\$55.96	\$36.37
C54x ITU	40X5403	99000	60000	1	\$399.00	\$100.50	\$55.96	\$36.37
The totals to the right will be transferred automatically to the Cost Summary					\$1,101.00	\$408.83	\$262.47	\$415.83

**WORKGROUP COLOR (LOW END)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)	Estimated Black Only Lifetime Volume (pages)	Estimated Mixed Black and Color Lifetime Volume (pages)
99,000.00	39,600.00	59,400.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19798 or ISO/IEC 24711, as applicable. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	X

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
C544X1KG - C544 Black Extra High Yield Return Toner Cartridge	2,500	6,000	16	165	\$113.29	\$78.91	\$1,269.14
<b>Color Consumables</b>							
C544X1CG - C544 Cyan Extra High Yield Return Toner Cartridge	2000	4000	14	162	\$111.13	\$77.40	\$1,110.69
C544X1MG - C544 Magenta Extra High Yield Return Toner Cartridge	2000	4000	14	162	\$111.13	\$77.40	\$1,110.69
C544X1YG - C544 Yellow Extra High Yield Return Toner Cartridge	2000	4000	14	162	\$111.13	\$77.40	\$1,110.69
All-In-One (enter only if applicable)							
				\$651.00	\$446.68	\$311.11	\$4,601.21

**WORKGROUP COLOR (LOW END)**

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Cables	6 ft USB	M	6ft USB	1021294	\$21.00	\$15.76	\$14.18
	6 ft Ethernet	M	6ft Ethernet	16A0834	\$25.00	\$19.96	\$17.96
Paper Trays	Additional tray/feed	M	C54x, X54x 650-Sheet Duo Drawer	3051532	\$252.00	\$167.03	\$150.33
	Envelope Feeder (min 10)		C54x, X54x 650-Sheet Duo Drawer	3051532	\$252.00	\$167.03	\$150.33
	Additional option (SPECIFY)		Lexmark Swivel Cabinet	3052765	\$316.00	\$209.05	\$188.15
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
Memory	Upgradable to 128		128MB DDR SDRAM DIMM	1022298	\$724.00	\$486.38	\$437.74
Asset Mgmt.	Asset Tagging		Asset Tagging (per box)	430099	\$225.00	\$100.00	\$15.00
Toner (for warranty duration)	Less than Highest Yield: Black		C54x Black High Yield Toner (4K)	C540H1KG	\$81.00	\$55.61	\$96.40
	Less than Highest Yield: Magenta		C54x Cyan High Yield Toner (2K)	C540H1CG	\$96.00	\$65.91	\$105.67
	Less than Highest Yield: Cyan		C54x Magenta High Yield Toner (2K)	C540H1MG	\$96.00	\$65.91	\$105.67
	Less than Highest Yield: Yellow		C54x Yellow High Yield Toner (2K)	C540H1YG	\$96.00	\$65.91	\$105.67
	Less than Highest Yield: All-In-One						
Toner (for warranty duration)	Standard Yield: Black		C54x Black Toner (1K)	C540A1KG	\$53.00	\$36.05	\$32.45
	Standard Yield: Magenta		C54x Cyan Toner (1K)	C540A1CG	\$69.00	\$47.38	\$42.64
	Standard Yield: Cyan		C54x Magenta Toner (1K)	C540A1MG	\$69.00	\$47.38	\$42.64
	Standard Yield: Yellow		C54x Yellow Toner (1K)	C540A1YG	\$69.00	\$47.38	\$42.64
	Standard Yield: All-In-One						
Toner (for warranty duration)	Other than new, OEM: Black						
	Other than new, OEM: Magenta						
	Other than new, OEM: Cyan						
	Other than new, OEM: Yellow						
	Other than new, OEM: All-In-One						
Connectivity	Integrated Wireless b/g		Lexmark C544dw (Pricing listed is for printer w/wireless bundle. +\$62.95 total additional cost for upgrade.)	26C0150	\$749.00	\$566.22	\$355.85
	Gigabit Ethernet						
	USB Disabling Feature (if applicable)	M	USB Disabling Feature Standard	N/A	\$0.00	\$0.00	\$0.00
Print Language	Generic text compatible		Compatible with Generic text drivers	N/A	\$0.00	\$0.00	\$0.00
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

WORKGROUP COLOR (LOW END)

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name:	Dell, Inc.	Proposed Printer:	Dell Laser 3130cn
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$748.00	\$723.82	\$304.96	\$304.96
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$298.00	\$292.04	\$292.04	\$292.04
3	<b>Lifetime* Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$0.00	\$0.00	\$0.00	\$0.00
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$885.96	\$863.83	\$753.06	\$6,723.14
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$7,320.14</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.05809636

\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

**WORKGROUP COLOR (LOW END)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
3,500	36	126,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	x

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed (Color)	min 20 PPM	26 PPM
Auto Duplex (Color)	<b>Auto duplex required (No minimum duplex speed); Must provide side per minute duplex speed</b>	Automatic/8 PPM
First Page Out	max 18 seconds	16 Seconds
Monthly Duty Cycle	min 20,000	70,000
Print Quality	600 x 600 dpi	600 x 600 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0	Intergrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0
Print Languages	PCL (5E/5C and 6), PostScript 3	PCL (5E/5C and 6), PostScript 3
Memory	Minimum 64MB	256 MB
Media Type	Paper, recycled paper, labels, envelopes	Plain paper (Light, Normal,Thick); Cover (Normal, Thick); Coated paper(Normal, Thick); Label stock(Normal,Thick); Envelope ; Japanese Post Card; Recycle Paper;
Remote Management	Web-based remote management	Dell OpenManage™ Printer Manager Dell Printer Configuration Web Tool Dell Color Track™ 2.1 and Dell Toner Management System™ Printer MIB
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Microsoft® Windows® NT 4.0, Windows 2000, Windows XP, Windows XP 64-bit, Windows Vista® (32 & 64-bit), Windows Server® 2003, Windows Server 2003 x64, Windows Server 2008, Windows Server 2008 x64, Windows® 7 support will be available for download from <a href="http://www.support.dell.com">www.support.dell.com</a> , Mac OS X(10.2 - 10.5), UNIX® (Solaris™ 9 and 10, HP-UX11i) English, Linux® (Red Hat® Enterprise Linux ES 4/5, SuSE Enterprise SuSE 10, TurboLinux Fujii) English
Input	minimally, one (1) input tray adjustable to 8.5"x 11" and 8.5"x14"	250 sheet + 150 multipurpose feeder both expandable to 8.5" x 11" and 8.5" x 14"
Duplex	Automatic	Automatic
Energy Management	Energy Star	Energy Star

WORKGROUP COLOR (LOW END)

Footprint (wXdXh inches)	SPECIFY	15.8" x 19.8" x 18.5"
Standard Input/Output Capacity	SPECIFY	Input: 250 Sheet Tray + 150 Multipurpose Feeder/Output: 250 sheet bin

### Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
3130cn	224-0485 & 330-1207	\$748.00	\$723.82	\$304.96
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$748.00</b>	<b>\$723.82</b>	<b>\$304.96</b>

### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site			
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price
3 Year Next Business Day On-Site	989-9622	\$199.00	\$195.02	\$195.02
	990-2340	\$0.00	\$0.00	\$0.00
	991-7637	\$0.00	\$0.00	\$0.00
	991-7597	\$99.00	\$97.02	\$97.02
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$298.00</b>	<b>\$292.04</b>	<b>\$292.04</b>

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	x

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

**WORKGROUP COLOR (LOW END)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)	Estimated Black Only Lifetime Volume (pages)	Estimated Mixed Black and Color Lifetime Volume (pages)
126,000.00	50,400.00	75,600.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19798 or ISO/IEC 24711, as applicable. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	x

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consum-ables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
Dell 9,000 Black Toner/330-1198	4,000	9,000	14	139	\$135.52	\$118.14	\$1,601.45
<b>Color Consumables</b>							
Dell 9,000 Cyan Toner/330-1199	3,000	9,000	8	240.99	\$234.97	\$204.84	\$1,652.38
Dell 9,000 Magenta Toner/330-1200	3,000	9,000	8	252.99	\$246.67	\$215.04	\$1,734.66
Dell 9,000 Yellow Toner/330-1204	3,000	9,000	8	252.99	\$246.67	\$215.04	\$1,734.66
All-In-One (enter only if applicable)							
NA							
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$885.96</b>	<b>\$863.83</b>	<b>\$753.06</b>	<b>\$6,723.14</b>

**WORKGROUP COLOR (LOW END)**

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Cables	6 ft USB	M	10 ft USB	310-8687	\$24.99	\$24.37	\$24.37
	6 ft Ethernet	M	7 ft Ethernet	A0940110	\$4.99	\$4.49	\$4.49
Paper Trays	Additional tray/feed	M	550 Sheet Tray	330-1208	\$229.00	\$223.28	\$223.28
	Envelope Feeder (min 10)		NA				
	Additional option (SPECIFY)		NA				
	Additional option (SPECIFY)		NA				
	Additional option (SPECIFY)		NA				
Memory	Upgradable to 128		512 MB	A1683867	\$33.45	\$32.61	\$32.61
Asset Mgmt.	Asset Tagging		Asset Tag, Custom Project	365-0013/365-1024/365-1025	\$20.00	\$19.60	\$19.60
Toner (for warranty duration)	Less than Highest Yield: Black		Dell 4,000 Black Toner	330-1197	\$77.99	\$76.04	\$66.29
	Less than Highest Yield: Magenta		Dell 3,000 Magenta Toner	330-1195	\$104.99	\$102.37	\$89.24
	Less than Highest Yield: Cyan		Dell 3,000 Cyan Toner	330-1194	\$104.99	\$102.37	\$89.24
	Less than Highest Yield: Yellow		Dell 3,000 Yellow Toner	330-1196	\$104.99	\$102.37	\$89.24
	Less than Highest Yield: All-In-One		NA				
Toner (for warranty duration)	Standard Yield: Black		Dell 9,000 Black Toner	330-1198	\$138.99	\$135.52	\$118.14
	Standard Yield: Magenta		Dell 9,000 Magenta Toner	330-1200	\$252.99	\$246.67	\$215.04
	Standard Yield: Cyan		Dell 9,000 Cyan Toner	330-1199	\$240.99	\$234.97	\$204.84
	Standard Yield: Yellow		Dell 9,000 Yellow Toner	330-1204	\$252.99	\$246.67	\$215.04
	Standard Yield: All-In-One		NA				
Toner (for warranty duration)	Other than new, OEM: Black		NA				
	Other than new, OEM: Magenta		NA				
	Other than new, OEM: Cyan		NA				
	Other than new, OEM: Yellow		NA				
	Other than new, OEM: All-In-One		NA				
ConneC-tivity	Integrated Wireless b/g		Wireless Card for 3130	330-1206	\$99.99	\$97.49	\$97.49
	Gigabit Ethernet		NA				
	USB Disabling Feature (if applicable)	M	NA				
Print Language	Generic text compatible		NA				
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

**WORKGROUP COLOR (LOW END)**

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name:	Lexmark International, Inc.	Proposed Printer:	Lexmark C736dn
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$1,408.00	\$1,062.05	\$929.77	\$929.77
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$399.00	\$328.74	\$251.37	\$251.37
3	<b>Lifetime<sup>*</sup> Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$945.75	\$683.44	\$217.38	\$365.45
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$1,376.00	\$946.98	\$422.16	\$3,870.85
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$5,417.44</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.035408083

<sup>\*</sup>"Lifetime" is defined as the duration of the required warranty period for the printer category.

**WORKGROUP COLOR (HIGH END)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
4,250	36	153,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	X

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed (Color)	min 30 PPM	35 PPM
Auto Duplex (Color)	<b>Auto duplex required (No minimum duplex speed); Must provide side per minute duplex speed</b>	Auto Duplex Standard - 23 SPM
First Page Out	max 15 seconds	9 seconds
Monthly Duty Cycle	min 50,000	85,000
Print Quality	600 x 600 dpi	1200 x 1200 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0 High Speed Certified (Type B)
Print Languages	PCL (5E/5C and 6), PostScript 3	PCL 5e emulation, PCL 6 emulation, PPDS, PS 3 Emulation, HTML, PDF 1.6 Emulation, Direct Image, Microsoft XPS
Memory	Minimum 256 MB	256MB Standard
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, Card Stock, Dual Web Labels, Envelopes, Integrated Labels, Paper Labels, Plain Paper, Polyester Labels, Transparencies, Vinyl Labels
Remote Management	Web-based remote management	Web Based Remote Management via MarkVision Professional
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Mac OS X, Mac OS 9.2, Windows 7, Server 2008, (WHQL Certified), <a href="http://support.lexmark.com">http://support.lexmark.com</a>
Input	minimally, one (1) input tray adjustable to 8.5"x 11" and 8.5"x14"	Standard - two (2) input trays (1 - 550 sheet adjustable to 8.5"x11" and 8.5"x14"; 1 - 100 Sheet Multipurpose Feeder)
Duplex	Automatic	Automatic
Energy Management	<b>Energy Star</b>	Energy Star
Footprint (wXdXh inches)	SPECIFY	17.7 x 17.1 x 18.5 (H x W x D)
Standard Input/Output Capacity	SPECIFY	650 pages Input/300 pages output

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Lexmark C736dn	25A0451	\$1,408.00	\$1,062.05	\$929.77
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$1,408.00</b>	<b>\$1,062.05</b>	<b>\$929.77</b>

**WORKGROUP COLOR (HIGH END)**

### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site			
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price
1st Year, Next Business Day - Included	NA	\$0.00	\$0.00	\$0.00
2 Year Extended Onsite Service, Next Business Day (Equates to 3-	2350799	\$399.00	\$328.74	\$251.37
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$399.00</b>	<b>\$328.74</b>	<b>\$251.37</b>

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
C736dn Multipack Photoconductors	C734X24G	153000	20000	7	\$138.00	\$94.75	\$42.24	\$280.90
Waste Toner Bottle	C734X77G	153000	25000	5	\$9.75	\$6.69	\$2.98	\$15.26
ITU Maintenance Kit	40X5096	153000	120000	0	\$399.00	\$291.00	\$86.08	\$23.67
115V Fuser Maintenance Kit	40X5093	153000	100000	1	\$399.00	\$291.00	\$86.08	\$45.62
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$945.75</b>	<b>\$683.44</b>	<b>\$217.38</b>	<b>\$365.45</b>

**WORKGROUP COLOR (HIGH END)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)	Estimated Black Only Lifetime Volume (pages)	Estimated Mixed Black and Color Lifetime Volume (pages)
153,000.00	61,200.00	91,800.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19798 or ISO/IEC 24711, as applicable.  
 (Absence of an X in the box to the right indicates "NO" as a response.)

YES  
X

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
C736H1KG - C736 Black High Yield Toner Cartridge	6,000	12,000	12	221	\$152.01	\$67.77	\$830.18
<b>Color Consumables</b>							
C736H1CG - C736 Cyan High Yield Toner Cartridge	6000	10000	9	385	\$264.99	\$118.13	\$1,013.56
C736H1MG - C736 Magenta High Yield Toner Cartridge	6000	10000	9	385	\$264.99	\$118.13	\$1,013.56
C736H1YG - C736 Yellow High Yield Toner Cartridge	6000	10000	9	385	\$264.99	\$118.13	\$1,013.56
<b>All-In-One (enter only if applicable)</b>							
<b>The totals to the right will be transferred to the Cost Summary</b>							
				\$1,376.00	\$946.98	\$422.16	\$3,870.85

WORKGROUP COLOR (HIGH END)

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Cables	6 ft Ethernet	M	6ft USB	1021294	\$21.00	\$15.76	\$14.18
Paper Trays	Additional tray/feed	M	6ft Ethernet	16A0834	\$25.00	\$19.96	\$17.96
	Envelope Feeder (min 10)						
	250 sheet tray/feed						
	500 sheet tray/feed		C736 550 Sheet Drawer	27S2100	\$379.00	\$251.07	\$225.96
	1500+ sheet tray/feed		2000 Sheet Feeder	27S2400	\$760.00	\$503.19	\$452.87
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
	11 x 17 tray						
Output	Additional option (SPECIFY)						
	High Capacity Tray						
	Stacker						
	Stapler						
Memory	Additional option (SPECIFY)						
	Upgradable to 512mb	M	256MB DDR2-DRAM Upgrade (for a total of 512MB)	1025042	\$899.00	\$604.04	\$543.64
Asset Mgmt.	Asset Tagging		Asset Tagging (per box)	43C0099	\$225.00	\$100.00	\$15.00
Toner (for warranty duration)	Less than Highest Yield: Black						
	Less than Highest Yield: Magenta						
	Less than Highest Yield: Cyan						
	Less than Highest Yield: Yellow						
	Less than Highest Yield: All-In-One						
Toner (for warranty duration)	Standard Yield: Black		C736 Black Return Toner (8k)	C734A1KG	\$156.00	\$107.11	\$93.40
	Standard Yield: Magenta		C736 Cyan Return Toner (6k)	C734A1CG	\$247.00	\$170.19	\$153.17
	Standard Yield: Cyan		C736 Magenta Return Toner (6k)	C734A1MG	\$247.00	\$170.19	\$153.17
	Standard Yield: Yellow		C736 Yellow Return Toner (6k)	C734A1YG	\$247.00	\$170.19	\$153.17
	Standard Yield: All-In-One						
Toner (for warranty duration)	Other than new, OEM: Black						
	Other than new, OEM: Magenta						
	Other than new, OEM: Cyan						
	Other than new, OEM: Yellow						
	Other than new, OEM: All-In-One						
Conne-c-tivity	Integrated Wireless b/g	M	Lexmark C734dw (Pricing listed is for printer w/wireless bundle. +\$XX.XX total additional cost for upgrade.)	25C0353	\$1,238.00	\$933.89	\$929.77
	Gigabit Ethernet		MarkNet N8120 Gigabit Ethernet	14F0037	\$180.00	\$125.01	\$112.51
	USB Disabling Feature (if applicable)	M	USB Disabling Feature Standard	N/A	\$0.00	\$0.00	\$0.00
Hard Disk	Additional option (SPECIFY)						
Print Language	Generic text compatible		Compatible with Generic text drivers	N/A	\$0.00	\$0.00	\$0.00
<b>Hardware or Software Utility for Cleaning /Sanitizing Hardware</b>	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant			N/A	\$0.00	\$0.00	\$0.00
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

WORKGROUP COLOR (HIGH END)

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name:	Dell, Inc.	Proposed Printer:	Dell Laser 5130cdn
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$1,070.00	\$1,032.55	\$524.58	\$524.58
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$479.00	\$469.42	\$469.42	\$469.42
3	<b>Lifetime * Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$384.95	\$375.33	\$187.48	\$637.94
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$871.96	\$850.18	\$662.96	\$6,315.96
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$7,947.91</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.040140936

**WORKGROUP COLOR (HIGH END)**

\*\*Lifetime" is defined as the duration of the required warranty period for the printer category.

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.  
 Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
5,500	36	198,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	x

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed (Color)	min 30 PPM	47 PPM
Auto Duplex (Color)	<b>Auto duplex required (No minimum duplex speed); Must provide side per minute duplex speed</b>	Automatic/37.6PPM
First Page Out	max 15 seconds	7.3 Seconds
Monthly Duty Cycle	min 50,000	110,000
Print Quality	600 x 600 dpi	1200 x 1200 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable
Print Languages	PCL (5E/5C and 6), PostScript 3	PCL (5E/5C and 6), PostScript 3
Memory	Minimum 256 MB	256MB
Media Type	Paper, recycled paper, labels, envelopes	Plain paper (Normal,Thick); Transparencies; Cover (Normal, Thick); Coated paper(Normal, Thick); Label stock; Envelope ; Recycle Paper
Remote Management	Web-based remote management	Dell OpenManage™ Printer Manager, Dell Printer Configuration Web Tool,Dell ColorTrack™ Pro, Dell Toner Management System and Printer Standard MIB
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Windows™ 2000, Windows™ XP,Windows™ XP 64-bit, Windows™ Vista® (32 & 64-bit), Windows™ Server® 2003 (32 & 64-bit),Windows™ Server® 2008(32 & 64-bit), Windows™ Server® 2008R2, Windows™ 7 (Available on Nov 24, 2009),Windows™ cluster Server environmentMac OS 9.X, X(10.3.9 - 10.5), UNIX® (Solaris™ TM 9 and 10, HP-UX 11i), SuSE Linux® 8.0 and 9, SuSE Enterprise Linux® 10,RedHat® Enterprise 4/5 ES,RedHat® Linux 30 40 (AS/WS)
Input	minimally, one (1) input tray adjustable to 8.5"x 11" and 8.5"X14"	550 Sheet Tray + 150 Multipurpose Feeder both expandable to 8.5" x 11" and 8.5" x 14"
Duplex	Automatic	Automatic
Energy Management	Energy Star	Energy Star

WORKGROUP COLOR (HIGH END)

Footprint (wXdXh inches)	SPECIFY	22.1" x 20.0" x 17.0"
Standard Input/Output Capacity	SPECIFY	Input: 550 Sheet Tray + 150 Multipurpose Feeder/Output: 500 Sheet Bin

### Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
5130cdn	224-7016	\$1,070.00	\$1,032.55	\$524.58
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$1,070.00</b>	<b>\$1,032.55</b>	<b>\$524.58</b>

## Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site				
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price	
3 Year Next	906-6642	\$300.00	\$294.00	\$294.00	
	907-6340	\$0.00	\$0.00	\$0.00	
	905-9068	\$0.00	\$0.00	\$0.00	
	905-9087	\$179.00	\$175.42	\$175.42	
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$479.00</b>	<b>\$469.42</b>	<b>\$469.42</b>	

## Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	x

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
Imaging Drum Kit Black	330-5849	198000	50,000	3	\$89.99	\$87.74	\$41.63	\$123.22
Imaging Drum Kit Cyan	330-5847	198000	50,000	3	\$89.99	\$87.74	\$41.63	\$123.22
Imaging Drum Kit Yellow	330-5853	198000	50,000	3	\$89.99	\$87.74	\$41.63	\$123.22
Imaging Drum Kit Magenta	330-5855	198000	50,000	3	\$89.99	\$87.74	\$41.63	\$123.22
Toner Waste Container	330-5844	198000	25,000	7	\$24.99	\$24.37	\$20.96	\$145.04
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$384.95</b>	<b>\$375.33</b>	<b>\$187.48</b>	<b>\$637.94</b>

WORKGROUP COLOR (HIGH END)

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

**WORKGROUP COLOR (HIGH END)**

Estimated Lifetime Volume (pages)	Estimated Black Only Lifetime Volume (pages)	Estimated Mixed Black and Color Lifetime Volume (pages)
198,000.00	79,200.00	118,800.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19798 or ISO/IEC 24711, as applicable. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	x

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
Dell 18,000 Black Toner/330-5846	9,000	18,000	11	137	\$133.57	\$76.49	\$803.15
<b>Color Consumables</b>							
Dell 12,000 Cyan Toner/330-5850	6,000	12,000	9	244.99	\$238.87	\$195.49	\$1,837.61
Dell 12,000 Magenta Toner/330-5843	6,000	12,000	9	244.99	\$238.87	\$195.49	\$1,837.61
Dell 12,000 Yellow Toner/330-5852	6,000	12,000	9	244.99	\$238.87	\$195.49	\$1,837.61
<b>All-In-One (enter only if applicable)</b>							
NA							
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$871.96</b>	<b>\$850.18</b>	<b>\$662.96</b>	<b>\$6,315.96</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Cables	6 ft Ethernet	M	7 ft Ethernet	A0940110	\$4.99	\$4.49	\$4.49
Paper Trays	Additional tray/feed	M	550 Sheet Tray	330-5842	\$249.00	\$242.78	\$242.78
	Envelope Feeder (min 10)		NA				
	250 sheet tray/feed		NA				
	500 sheet tray/feed		550 Sheet Tray	330-5842	\$249.00	\$242.78	\$242.78
	1500+ sheet tray/feed		NA				
	Additional option (SPECIFY)		1,100 Sheet Tray	330-5856	\$599.00	\$584.03	\$584.03
	Additional option (SPECIFY)		NA				
	11 x 17 tray		NA				
Output	Additional option (SPECIFY)		NA				
	High Capacity Tray		1,000 Sheet Output Stacker + Finisher	330-5838	\$999.00	\$974.03	\$974.03
	Stacker		1,000 Sheet Output Stacker + Finisher	330-5838	\$999.00	\$974.03	\$974.03
	Stapler		1,000 Sheet Output Stacker + Finisher	330-5838	\$999.00	\$974.03	\$974.03
Memory	Upgradable to 512mb	M	1GB	330-5857	\$399.99	\$389.99	\$389.99
	Additional option (SPECIFY)		NA				
Asset Mgmt.	Asset Tagging		Asset Tag, Custom Project	365-0013/365-1024/365-1025	\$20.00	\$19.60	\$19.60
Toner (for warranty duration)	Less than Highest Yield: Black		Dell 9,000 Black Toner	330-5851	\$106.99	\$104.32	\$46.74
	Less than Highest Yield: Magenta		Dell 6,000 Magenta Toner	330-5845	\$194.99	\$190.12	\$144.49
	Less than Highest Yield: Cyan		Dell 6,000 Cyan Toner	330-5848	\$194.99	\$190.12	\$144.49
	Less than Highest Yield: Yellow		Dell 6,000 Yellow Toner	330-5839	\$194.99	\$190.12	\$144.49
	Less than Highest Yield: All-In-One		NA				
Toner (for warranty duration)	Standard Yield: Black		Dell 18,000 Black Toner	330-5846	\$136.99	\$133.57	\$76.49
	Standard Yield: Magenta		Dell 12,000 Magenta Toner	330-5843	\$244.99	\$238.87	\$195.49
	Standard Yield: Cyan		Dell 12,000 Cyan Toner	330-5850	\$244.99	\$238.87	\$195.49
	Standard Yield: Yellow		Dell 12,000 Yellow Toner	330-5852	\$244.99	\$238.87	\$195.49
	Standard Yield: All-In-One		NA				
Toner (for warranty duration)	Other than new, OEM: Black		NA				
	Other than new, OEM: Magenta		NA				
	Other than new, OEM: Cyan		NA				
	Other than new, OEM: Yellow		NA				
	Other than new, OEM: All-In-One		NA				
Connec-tivity	Integrated Wireless b/g	M	Wireless Card for 5130cdn	430-0699	\$149.00	\$145.28	\$145.28
	Gigabit Ethernet		NA				
	USB Disabling Feature (if applicable)	M	NA				
Hard Disk	Additional option (SPECIFY)		80GB Hard Drive	341-9810	\$249.00	\$242.78	\$242.78
Print Language	Generic text compatible		NA				
<b>Hardware or Software Utility for Cleaning /Sanitizing Hardware</b>	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant						
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

WORKGROUP COLOR (HIGH END)

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name: Lexmark International, Inc.	Proposed Printer:	Lexmark X544dn
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$999.00	\$755.31	\$469.02	\$469.02
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$229.00	\$188.68	\$164.88	\$164.88
3	<b>Lifetime Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$1,101.00	\$408.83	\$262.47	\$415.83
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$651.00	\$446.68	\$311.11	\$4,601.21
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$5,650.94</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.05708016

**MULTIFUNCTION COLOR (LOW END)**

\*\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
2,750	36	99,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Minimum Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed (Color)	min 20 PPM	25 PPM
First Page Out (Color)	max 18 seconds	As fast as 11 seconds
Monthly Duty Cycle	min 40,000	55000
Print Quality (B&W/Color)	600 x 600 dpi	1200 x 1200 dpi
Scan Resolution	600 x 600 dpi	600 x 600 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0 High Speed Certified (Type B)
Print Languages	PCL (5E/5C and 6), PostScript 3	PCL 5e emulation, PCL 6 emulation, PPDS, PS 3 Emulation, HTML, PDF 1.6 Emulation, Direct Image, Microsoft XPS
Memory	Minimum 128 MB	128MB Standard
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, Card Stock, Dual Web Labels, Envelopes, Integrated Labels, Paper Labels, Plain Paper, Polyester Labels, Transparencies, Vinyl Labels
Remote Management	Web-based remote management	Web Based Remote Management via MarkVision Professional
Compatibility	Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information	Mac OS X, Mac OS 9.2, Windows 7, Server 2008, (WHQL Certified), <a href="http://support.lexmark.com">http://support.lexmark.com</a>
Input printing	250-sheet adjustable tray (minimally adjustable to 8.5"x11" and 8.5" x14")	Standard - two (2) input trays (1 - 250 sheet adjustable to 8.5"x11" and 8.5"x14"; 1 - Single Sheet Manual Feeder)
Input Scanning (ADF)	35-sheet ADF	Up to 50 pages
Output	150 sheet tray	150 pages
Duplex	Automatic	Automatic
Productivity Features	Copy, Scan, Fax and Print	Copy, Scan, Fax and Print
Energy Management	Energy Star	Energy Star Compliant
Footprint (wXdXh inches)	SPECIFY	18.23 x 19.37 x 22.48 (H x W x D)

MULTIFUNCTION COLOR (LOW END)

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Lexmark X544dn	3001389	\$999.00	\$755.31	\$469.02
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$999.00</b>	<b>\$755.31</b>	<b>\$469.02</b>



### Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)	Estimated Black Only Lifetime Volume (pages)	Estimated Mixed Black and Color Lifetime Volume (pages)
99,000.00	39,600.00	59,400.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19798 or ISO/IEC 24711, as applicable.  
(Absence of an X in the box to the right indicates "NO" as a response.)

YES
X

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
C544X1KG - C544 Black Extra High Yield Return Toner Cartridge	2,500	6,000	16	165	\$113.29	\$78.91	\$1,269.14
<b>Color Consumables</b>							
C544X1CG - C544 Cyan Extra High Yield Return Toner Cartridge	2000	4000	14	162	\$111.13	\$77.40	\$1,110.69
C544X1MG - C544 Magenta Extra High Yield Return Toner Cartridge	2000	4000	14	162	\$111.13	\$77.40	\$1,110.69
C544X1YG - C544 Yellow Extra High Yield Return Toner Cartridge	2000	4000	14	162	\$111.13	\$77.40	\$1,110.69
All-In-One (enter only if applicable)							
				<b>\$651.00</b>	<b>\$446.68</b>	<b>\$311.11</b>	<b>\$4,601.21</b>

**MULTIFUNCTION COLOR (LOW END)**

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Cables	6 ft USB	M	6ft USB	1021294	\$21.00	\$15.76	\$14.18
	6 ft Ethernet	M	6ft Ethernet	16A0834	\$25.00	\$19.96	\$17.96
Paper Trays	Additional tray/feed	M	C54x, X54x 650-Sheet Duo Drawer	3051532	\$252.00	\$167.03	\$150.33
	Envelope Feeder (min 10)		C54x, X54x 650-Sheet Duo Drawer	3051532	\$252.00	\$167.03	\$150.33
	Additional option (SPECIFY)		Lexmark Swivel Cabinet	3052765	\$316.00	\$209.05	\$188.15
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
Output	High Capacity Trays						
	Stacker						
	Stapler						
	Additional option (SPECIFY)						
Memory	Upgradable to 256mb		128MB DDR SDRAM DIMM (device comes standard with 128MB, with this option, it will be 256MB)	1022298	\$724.00	\$486.38	\$437.74
Asset Mgmt.	Asset Tagging		Asset Tagging (per box)	43C0099	\$225.00	\$100.00	\$15.00
Toner (for warranty duration)	Less than Highest Yield: Black		C54x Black High Yield Toner (4K)	C540H1KG	\$81.00	\$55.61	\$50.05
	Less than Highest Yield: Magenta		C54x Cyan High Yield Toner (2K)	C540H1CG	\$96.00	\$65.91	\$59.32
	Less than Highest Yield: Cyan		C54x Magenta High Yield Toner (2K)	C540H1MG	\$96.00	\$65.91	\$59.32
	Less than Highest Yield: Yellow		C54x Yellow High Yield Toner (2K)	C540H1YG	\$96.00	\$65.91	\$59.32
	Less than Highest Yield: All-In-One						
Toner (for warranty duration)	Standard Yield: Black		C54x Black Toner (1K)	C540A1KG	\$53.00	\$36.05	\$32.45
	Standard Yield: Magenta		C54x Cyan Toner (1K)	C540A1CG	\$69.00	\$47.38	\$42.64
	Standard Yield: Cyan		C54x Magenta Toner (1K)	C540A1MG	\$69.00	\$47.38	\$42.64
	Standard Yield: Yellow		C54x Yellow Toner (1K)	C540A1YG	\$69.00	\$47.38	\$42.64
	Standard Yield: All-In-One						
Toner (for warranty duration)	Other than new, OEM: Black						
	Other than new, OEM: Magenta						
	Other than new, OEM: Cyan						
	Other than new, OEM: Yellow						
	Other than new, OEM: All-In-One						
Connec-tivity	Integrated Wireless b/g		Lexmark X544dw (Pricing listed is for printer w/wireless bundle. +\$49.74 total additional cost for upgrade.)	26C0400	\$1,129.00	\$849.85	\$518.76
	Gigabit Ethernet						
	USB Disabling Feature (if applicable)	M	USB Disabling Feature Standard	N/A	\$0.00	\$0.00	\$0.00
Print Language	Generic text compatible		Compatible with Generic text drivers	N/A	\$0.00	\$0.00	\$0.00
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

**MULTIFUNCTION COLOR (LOW END)**

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name:	Lexmark International, Inc.	Proposed Printer:	Lexmark X738de
Contact 1:	Vernon Aldershoff	Contact 2:	Jared Vichengrad
Phone:	518-357-4029	Phone:	212-880-2806
E-mail:	VernonA@lexmark.com	E-mail:	jaredav@lexmark.com

### Cost Summary

Do not enter the cost data on this page. The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$3,028.00	\$2,283.78	\$1,418.16	\$1,418.16
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$999.00	\$823.10	\$543.46	\$543.46
3	<b>Lifetime* Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$945.75	\$683.44	\$255.87	\$482.44
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$1,376.00	\$946.98	\$580.47	\$5,322.37
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$7,766.43</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.050760952

\*\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

MULTIFUNCTION COLOR (HIGH END)

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
4,250	36	153,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed (Color)	min 30 PPM	35 PPM
First Page Out (Color)	max 18 seconds	< 10 Seconds
Monthly Duty Cycle	min 70,000	85,000
Print Quality (B&W/Color)	600 x 600 dpi	1200 x 1200 dpi, 4800 Color Quality (2400 x 600 dpi)
Scan Resolution	600 x 600 dpi	600 x 600 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0 High Speed Certified (Type B)
Print Languages	PCL (5E/5C and 6), PostScript 3 (w/support for direct consumption of at least PDF v 1.3)	PCL 5e emulation, PCL 6 emulation, PPDS, PS 3 Emulation, HTML, PDF 1.6 Emulation, Direct Image, Microsoft XPS
Memory	Minimum 512 MB	512 MB
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, Card Stock, Dual Web Labels, Envelopes, Integrated Labels, Paper Labels, Plain Paper, Polyester Labels, Transparencies, Vinyl Labels
Remote Management	Web-based remote management	Web Based Remote Management via MarkVision Professional
Compatibility	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Mac OS X, Mac OS 9.2, Windows 7, Server 2008, (WHQL Certified), <a href="http://support.lexmark.com">http://support.lexmark.com</a>
Input printing	250 -sheet adjustable tray (minimally adjustable to 8.5"x11" and 8.5" x14")	550 Sheet Input tray, adjustable to 8.5" x 11" and 8.5" x 14", 100 Sheet Multi Purpose Tray
Input Scanning (ADF)	50-sheet ADF	50 page ADF
Output	250 sheet tray	250 sheet tray
Duplex	Automatic	Automatic Duplex
Productivity Features	Copy, Print, LDAP Authenticated Scan to E-mail, LDAP Authenticated Scan to Network, Fax	Copy, Print, LDAP Authenticated Scan to Email, LDAP Authenticated Scan to Network, Fax
Energy Management	Energy Star	Energy Star
Footprint (wXdXh inches)	SPECIFY	31.0 x 21.5 x 24.5 inches

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Lexmark X738de	MS00321	\$3,028.00	\$2,283.78	\$1,418.16
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$3,028.00</b>	<b>\$2,283.78</b>	<b>\$1,418.16</b>

**MULTIFUNCTION COLOR (HIGH END)**

## Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site			
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price
1st Year, Next Business Day - Included	n/a	\$0.00	\$0.00	\$0.00
2 Year Extended Next Business Day On-Site Warranty	2350853	\$999.00	\$823.10	\$543.46
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$999.00</b>	<b>\$823.10</b>	<b>\$543.46</b>

## Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
Multi Pack Photoconductor	C734X24G	153000	20000	7	\$138.00	\$94.75	\$58.08	\$386.23
Waste Toner Bottle	C734X77G	153000	25000	5	\$9.75	\$6.69	\$4.10	\$20.99
ITU Maintenance Kit	40X5096	153000	120000	0	\$399.00	\$291.00	\$107.61	\$29.59
115V Fuser Maintenance Kit	40X5093	153000	100000	1	\$399.00	\$291.00	\$86.08	\$45.62
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$945.75</b>	<b>\$683.44</b>	<b>\$255.87</b>	<b>\$482.44</b>

MULTIFUNCTION COLOR (HIGH END)

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

**MULTIFUNCTION COLOR (HIGH END)**

Estimated Lifetime Volume (pages)	Estimated Black Only Lifetime Volume (pages)	Estimated Mixed Black and Color Lifetime Volume (pages)
153,000.00	61,200.00	91,800.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19798 or ISO/IEC 24711, as applicable.  
 (Absence of an X in the box to the right indicates "NO" as a response.)

YES
X

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consum-ables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
C736H1KG High Yield Black Toner Cartridge	6,000	12,000	12	221	\$152.01	\$93.18	\$1,141.42
<b>Color Consumables</b>							
C736H1CG High Yield Cyan Toner Cartridge	6000	10000	9	385	\$264.99	\$162.43	\$1,393.65
C736H1MG High Yield Magenta Toner Cartridge	6000	10000	9	385	\$264.99	\$162.43	\$1,393.65
C736H1YG High Yield Yellow Toner Cartridge	6000	10000	9	385	\$264.99	\$162.43	\$1,393.65
<b>All-In-One (enter only if applicable)</b>							
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$1,376.00</b>	<b>\$946.98</b>	<b>\$580.47</b>	<b>\$5,322.37</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
	6 ft Ethernet	M	6 Ft. Ethernet Cable	16A0834	\$25.00	\$19.96	\$17.96
Paper Trays	Additional tray/feed	M	550 Sheet Drawer	27S2100	\$379.00	\$251.07	\$225.96
	Envelope Feeder (min 10)						
	Additional option (SPECIFY)		2000 Sheet Drawer	27S2400	\$760.00	\$503.19	\$452.87
	Additional option (SPECIFY)		Caster Base for Drawers	16M1210	\$443.00	\$293.09	\$263.78
	Additional option (SPECIFY)						
	11 x 17 tray						
Output	High Capacity Trays						
	Stacker						
	Stapler						
	Additional option (SPECIFY)						
Asset Mgmt.	Asset Tagging		Asset Tagging	43C0099	\$225.00	\$100.00	\$15.00
	Additional option (SPECIFY)						
Toner (for warranty duration)	Less than Highest Yield: Black						
	Less than Highest Yield: Magenta						
	Less than Highest Yield: Cyan						
	Less than Highest Yield: Yellow						
	Less than Highest Yield: All-In-One						
Toner (for warranty duration)	Standard Yield: Black						
	Standard Yield: Magenta						
	Standard Yield: Cyan						
	Standard Yield: Yellow						
	Standard Yield: All-In-One						
Toner (for warranty duration)	Other than new, OEM: Black						
	Other than new, OEM: Magenta						
	Other than new, OEM: Cyan						
	Other than new, OEM: Yellow						
	Other than new, OEM: All-In-One						
Connec-tivity	Integrated Wireless b/g	M	MarkNet 8150 802.11 b/g/n Wireless Print Server	14F0040	\$544.00	\$377.13	\$339.42
	Gigabit Ethernet		MarkNet 8120 Gigabit Ethernet Print	14F0037	\$180.00	\$125.01	\$112.51
	USB Disabling Feature (if applicable)	M	USB Disabling Feature Standard	N/A	\$0.00	\$0.00	\$0.00
	Scan to Email (LDAP) Disabling Feature	M	Scan to Email (LDAP) Disabling Feature	N/A	\$0.00	\$0.00	\$0.00
Memory	Upgradable to 1 GB	M	512MB Memory	1025042	\$899.00	\$604.04	\$543.64
Hard Disk			80+GB Hard Disk Included Standard	N/A	\$0.00	\$0.00	\$0.00
	Additional option (SPECIFY)	M					
Print Language	Generic text compatible		Compatible with Generic text drivers	N/A	\$0.00	\$0.00	\$0.00
<b>Hardware or Software Utility for Cleaning /Sanitizing Hardware</b>	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant		Meets DOD 5220.22 Standards when Hard Disk is installed	N/A	\$0.00	\$0.00	\$0.00
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

**MULTIFUNCTION COLOR (HIGH END)**

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name: Xerox Corporation	Proposed Printer: 6400/X
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$4,855.00	\$3,895.77	\$2,282.00	\$2,282.00
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$1,199.00	\$1,121.07	\$683.00	\$683.00
3	<b>Lifetime Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$1,106.59	\$784.00	\$784.01	\$3,501.27
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$1,492.32	\$1,057.31	\$1,057.31	\$8,865.67
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$15,331.94</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.070981201

**MULTIFUNCTION COLOR (HIGH END)**

\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
6,000	36	216,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed (Color)	min 30 PPM	32 PPM
First Page Out (Color)	max 18 seconds	As fast as 16 seconds
Monthly Duty Cycle	min 70,000	120000
Print Quality (B&W/Color)	600 x 600 dpi	2400 x 600 dpi
Scan Resolution	600 x 600 dpi	600 x 600 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, USB 2.0, Mac compliant, Multicast DNS (mDNS) capable
Print Languages	PCL (5E/5C and 6), PostScript 3 (w/support for direct consumption of at least PDF v 1.3)	PCL 5c/6 emulations, Adobe, PostScript 3, PDF 1.6, TIFF, JPEG (w/support for direct consumption PDF v 1.3)
Memory	Minimum 512 MB	1 GB
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, labels, envelopes, transparencies, card/cover, glossy
Remote Management	Web-based remote management	Centerware IS
Compatibility	Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information	Mac, Windows 7 and Server 2008 (WhQL certified)
Input printing	250 -sheet adjustable tray (minimally adjustable to 8.5"x11" and 8.5" x14")	600 sheets 3.6 x 5.8 to 8.5 x 14 in.
Input Scanning (ADF)	50-sheet ADF	50-sheet DADF
Output	250 sheet tray	500 sheet
Duplex	Automatic	Automatic
Productivity Features	Copy, Print, LDAP Authenticated Scan to E-mail, LDAP Authenticated Scan to Network, Fax	Copy, Scan to Email, Scan to Home, Fax, LDAP compliant
Energy Management	Energy Star	Energy Star
Footprint (wXdXh inches)	SPECIFY	32 x 23.1 x 24.7 in.

**MULTIFUNCTION COLOR (HIGH END)**

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
WorkCentre 6400	6400/X	\$4,855.00	\$3,895.77	\$2,282.00
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$4,855.00</b>	<b>\$3,895.77</b>	<b>\$2,282.00</b>



### Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)	Estimated Black Only Lifetime Volume (pages)	Estimated Mixed Black and Color Lifetime Volume (pages)
216,000.00	86,400.00	129,600.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19798 or ISO/IEC 24711, as applicable. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	<input checked="" type="checkbox"/>

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
106R01316 Black High Capacity Toner Cartridge	6,000	12,000	18	133	\$94.46	\$94.46	\$1,653.05
<b>Color Consumables</b>							
106R01317 Cyan High Capacity Toner Cartridge	6000	16500	7	453	\$320.95	\$320.95	\$2,404.21
106R01318 Magenta High Capacity Toner Cartridge	6000	16500	7	453	\$320.95	\$320.95	\$2,404.21
106R01319 Yellow High Capacity Toner Cartridge	6000	16500	7	453	\$320.95	\$320.95	\$2,404.21
<b>All-In-One (enter only if applicable)</b>							
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$1,492.32</b>	<b>\$1,057.31</b>	<b>\$1,057.31</b>	<b>\$8,865.67</b>

**MULTIFUNCTION COLOR (HIGH END)**

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification	Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price	
	6 ft Ethernet	M	BEL-A3L980-10-BLK-S – Patch Cable –RJ	1030230	\$8.99	\$4.60	\$4.47
Paper Trays	Additional tray/feed	M	500 Sheet Paper Tray	097S03874	\$349.00	\$280.05	\$280.05
	Envelope Feeder (min 10)						
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
	11 x 17 tray						
Output	High Capacity Trays						
	Stacker						
	Stapler		Finisher	097S03875	\$1,055.00	\$846.56	\$846.56
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
Asset Mgmt.	Asset Tagging						
Toner (for warranty duration)	Less than Highest Yield: Black						
	Less than Highest Yield: Magenta						
	Less than Highest Yield: Cyan						
	Less than Highest Yield: Yellow						
	Less than Highest Yield: All-In-One						
Toner (for warranty duration)	Standard Yield: Black		6000 Magenta Standard Capacity Toner	106R01321	\$266.65	\$188.92	\$188.92
	Standard Yield: Magenta		6000 Cyan Standard Capacity Toner Car	106R01320	\$266.65	\$188.92	\$188.92
	Standard Yield: Cyan		6000 Yellow Standard Capacity Toner Ca	106R01322	\$266.65	\$188.92	\$188.92
	Standard Yield: Yellow						
	Standard Yield: All-In-One						
Toner (for warranty duration)	Other than new, OEM: Black						
	Other than new, OEM: Magenta						
	Other than new, OEM: Cyan						
	Other than new, OEM: Yellow						
	Other than new, OEM: All-In-One						
ConneC-tivity	Integrated Wireless b/g	M	Wireless Network Adapter With North American Power Converter, 110V	097S03740	\$262.00	\$210.24	\$210.24
	Gigabit Ethernet						
	USB Disabling Feature (if applicable)	M	Not Applicable				
	Scan to Email (LDAP) Disabling Feature	M	Standard				
Memory	Upgradable to 1 GB	M	Standard				
Hard Disk	Additional option (SPECIFY)	M	Standard				
Print Language	Generic text compatible						
<b>Hardware or Software Utility for Cleaning /Sanitizing Hardware</b>	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant						
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No	DOE Bundle*	\$215.00	\$198.00	\$30.00

MULTIFUNCTION COLOR (HIGH END)

### Additional Information

Use the space below to include additional information or provide explanations for any of the information submitted.

\*This option is available through ASI Systems Integration only.

MULTIFUNCTION COLOR (HIGH END)

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name:	Lexmark International, Inc.	Proposed Printer:	Lexmark X464de
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$1,453.00	\$1,095.67	\$680.38	\$680.38
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$599.00	\$493.53	\$301.90	\$301.90
3	<b>Lifetime* Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$261.00	\$146.07	\$13.84	\$52.59
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$335.00	\$207.01	\$131.50	\$1,201.03
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$2,235.91</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					\$0.015527120

\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

**MULTIFUNCTION BLACK & WHITE (LOWEND)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
4,000	36	144,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 27 PPM	40 PPM
First Page Out	max 10 seconds	6.5 seconds
Monthly Duty Cycle	min 15,000	80000
Print Quality	600 x 600 dpi	1200 x 1200 dpi
Scan Resolution	600 x 600 dpi	600 x 600 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0 High Speed Certified (Type B)
Print Languages	PCL (5E and 6), PostScript 3	PCL 5e emulation, PCL 6 emulation, PPDS, PS 3 Emulation, HTML, PDF 1.6 Emulation, Direct Image, Microsoft XPS
Memory	Minimum 64 MB	128 MB
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, Card Stock, Dual Web Labels, Envelopes, Integrated Labels, Paper Labels, Plain Paper, Polyester Labels, Transparencies, Vinyl Labels
Remote Management	Web-based remote management	Web Based Remote Management via MarkVision Professional
Compatibility	Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information	Mac OS X, Mac OS 9.2, Windows 7, Server 2008, (WHQL Certified), <a href="http://support.lexmark.com">http://support.lexmark.com</a>
Input printing	250-sheet adjustable tray (minimally adjustable to 8.5"x11" and 8.5" x14")	250-sheet adjustable tray (8.5"x11" and 8.5"x14" adjustable) + 50-sheet multi-purpose feeder
Input Scanning (ADF)	50-sheet ADF	50-sheet ADF
Output	150 sheet tray	150 sheet tray
Duplex	Automatic	Automatic
Productivity Features	Copy, Scan, Fax and Print	Copy, Scan, Fax and Print
Energy Management	Energy Star	Energy Star
Footprint (wXdxh inches)	SPECIFY	19.2" x 17.2" x 20.9" (W x D x H inches)

**MULTIFUNCTION BLACK & WHITE (LOW END)**

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Lexmark X464de Mono Laser MFP	13C1101	\$1,453.00	\$1,095.67	\$680.38
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$1,453.00</b>	<b>\$1,095.67</b>	<b>\$680.38</b>

## Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site			
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price
1st Year, Next Business Day - Included	NA	\$0.00	\$0.00	\$0.00
2 Year Extended OnSite Warranty	2350889	\$599.00	\$493.53	\$301.90
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$599.00</b>	<b>\$493.53</b>	<b>\$301.90</b>

## Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
E260/36x/36x0 - 30K	E260X22G	144000	30000	4	\$36.00	\$21.63	\$13.84	\$52.59
E260/360/460 - Maintenance Kit	40X5400	144000	120000	0	\$225.00	\$124.44	\$0.00	\$0.00
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$261.00</b>	<b>\$146.07</b>	<b>\$13.84</b>	<b>\$52.59</b>

**MULTIFUNCTION BLACK & WHITE (LOWEND)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
144,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES X
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Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
Monochrome Consumables							
X463X11G - X46x Extra High Yld Return Program	7,000	15,000	9	335	\$207.01	\$131.50	\$1,201.03
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$335.00</b>	<b>\$207.01</b>	<b>\$131.50</b>	<b>\$1,201.03</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification		Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
Cables	6 ft USB	M	USB Cable (2M)	1021294	\$21.00	\$15.76	\$14.19
	6 ft Ethernet	M	Ethernet Cable	16A0834	\$25.00	\$19.96	\$17.97
Paper Trays	Additional tray/feed	M	550-Sheet Drawer	34S0550	\$252.00	\$167.03	\$150.33
	Envelope Feeder (min 10)						
	Additional option (SPECIFY)		250-Sheet Drawer	34S0250	\$163.00	\$108.20	\$97.38
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
Output	High Capacity Trays						
	Stacker						
	Stapler						
	Additional option (SPECIFY)						
Memory	Upgradable to 128		128MB Standard				
Asset Mgmt.	Asset Tagging		Asset Tag	43C0099	\$225.00	\$100.00	\$15.00
Toner (for warranty duration)	Less than Highest Yield: Black		High Yield Return Program Toner Cartridge	X463H11G	\$258.00	\$159.43	\$143.49
	Standard Yield: Black		Return Program Toner Cartridge	X463A11G	\$134.00	\$82.55	\$74.30
	Other than new, OEM: Black						
Connectivity	Integrated Wireless b/g		Lexmark X466dwe (Pricing listed is for printer w/wireless bundle. +\$258.44 total additional cost for upgrade.)	13C1104	\$1,937.00	\$1,461.24	\$938.82
	Gigabit Ethernet		MarkNet N8120 Gigabit Ethernet Print	14F0037	\$180.00	\$125.01	\$112.51
	USB Disabling Feature (if applicable)	M	USB Disabling Feature Standard	N/A	\$0.00	\$0.00	\$0.00
Print Language	Generic text compatible		Compatible with Generic text drivers	N/A	\$0.00	\$0.00	\$0.00
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

**MULTIFUNCTION BLACK & WHITE (LOWEND)**

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

<b>Company Name:</b>	Dell, Inc.	<b>Proposed Printer:</b>	Dell Laser 2335dn
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$548.99	\$530.78	\$341.18	\$341.18
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$159.00	\$155.82	\$155.82	\$155.82
3	<b>Lifetime<sup>*</sup> Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$0.00	\$0.00	\$0.00	\$0.00
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$109.99	\$107.24	\$67.00	\$670.00
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$1,167.00</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					\$0.02

\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

**MULTIFUNCTION BLACK & WHITE (LOWEND)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
1,750	36	63,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	x

Technical Attribute	Required Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 27 PPM	35 PPM
First Page Out	max 10 seconds	8.5 Seconds
Monthly Duty Cycle	min 15,000	35,000
Print Quality	600 x 600 dpi	600 x 600 dpi
Scan Resolution	600 x 600 dpi	600 x 1200dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0	Intergrated NIC, 10/100, Boot P Capable. Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0
Print Languages	PCL (5E and 6), PostScript 3	PCL (5E and 6), PostScript 3
Memory	Minimum 64 MB	288MB
Media Type	Paper, recycled paper, labels, envelopes	Plain, Thin, Recycled, LetterHead : Cardstock, Labels, Transparency, Bond, Preprinted, Colored, Envelope, Recycled, Thick, Thin, LetterHead.
Remote Management	Web-based remote management	Dell Printer Configuration Web Tool (EWS) and Dell OpenManage Printer Management Tool
Compatability	<b>Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information</b>	Windows 2000, XP 64 bit (Home & Pro), XP 32 bit (Home & Pro), Server 2003 & 2008, Vista 32bit / 64bit (Starter, Home Basic, Home Premium, Ultimate, Enterprise & Business), Various Linux OS including Red Hat 8.0 -9.0, Fedora Core 1-4, Mandrake 9.2-10.1, and SuSE 8.2-9.2, Mac OS 10.3 - 10.5, Novell NetWare NDPS services via TCP/IP & IPP on 5.x, 6.x, Bonjour discovery supported, SAP R/3 v4.6C, 4.x and 3.x and later, Citrix MetaFrame: Windows Terminal Services
Input printing	250-sheet adjustable tray (minimally adjustable to 8.5"x11" and 8.5" x14")	250 sheets + 50 Sheet Multipurpose tray both adjustable to 8.5" x 11" and 8.5" x 14"
Input Scanning (ADF)	50-sheet ADF	50 sheet ADF
Output	150 sheet tray	150 Sheet
Duplex	Automatic	Automatic
Productivity Features	Copy, Scan, Fax and Print	Copy, Scan, Fax and Print
Energy Management	Energy Star	Energy Star
Footprint (wXdXh inches)	SPECIFY	18.3" x 17.3" x 18.1"

MULTIFUNCTION BLACK & WHITE (LOW END)

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
2335dn	224-2855/311-9600	\$548.99	\$530.78	\$341.18
The prices to the right will be transferred automatically to the Cost Summary		\$548.99	\$530.78	\$341.18



## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
63,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	x

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
Monochrome Consumables							
Dell 6,000 Black Toner/330-2209	3,000	6,000	10	110	\$107.24	\$67.00	\$670.00
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$109.99</b>	<b>\$107.24</b>	<b>\$67.00</b>	<b>\$670.00</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification	Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price	
Cables	6 ft USB	M	10 ft USB	310-8687	\$24.99	\$24.37	\$24.37
	6 ft Ethernet	M	7 ft Ethernet	A0940110	\$4.99	\$4.49	\$4.49
Paper Trays	Additional tray/feed	M	250 Sheet Tray	311-9599	\$139.99	\$136.49	\$136.49
	Envelope Feeder (min 10)		NA				
	Additional option (SPECIFY)		NA				
	Additional option (SPECIFY)		NA				
	Additional option (SPECIFY)		NA				
	Additional option (SPECIFY)		NA				
Output	High Capacity Trays		NA				
	Stacker		NA				
	Stapler		NA				
	Additional option (SPECIFY)		NA				
	Additional option (SPECIFY)		NA				
Memory	Upgradable to 128		256MB	311-9600	\$99.99	\$97.49	\$97.49
Asset Mgmt.	Asset Tagging		Asset Tag, Custom Project	365-0013/365-1024/365-1025	\$20.00	\$19.60	\$19.60
Toner (for warranty duration)	Less than Highest Yield: Black		Dell 3,000 Black Toner	330-2208	\$87.99	\$85.79	\$85.79
	Standard Yield: Black		Dell 6,000 Black Toner	330-2209	\$109.99	\$107.24	\$67.00
	Other than new, OEM: Black		NA				
Connectivity	Integrated Wireless b/g		Wireless Card for 2335dn	430-3318	\$149.99	\$146.24	\$146.24
	Gigabit Ethernet		NA				
	USB Disabling Feature (if applicable)	M	USB Disabling Feature	NA	\$0.00	\$0.00	\$0.00
Print Language	Generic text compatible		NA				
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

**MULTIFUNCTION BLACK & WHITE (LOWEND)**

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name: Xerox Corporation	Proposed Printer:	4250/X
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$3,358.00	\$2,694.54	\$1,578.00	\$1,578.00
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$999.00	\$934.07	\$470.00	\$470.00
3	<b>Lifetime * Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$938.00	\$664.57	\$485.00	\$1,084.60
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$199.00	\$140.99	\$103.00	\$1,431.70
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$4,564.30</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.012678611

\*\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

**MULTIFUNCTION BLACK & WHITE (MID RANGE)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.  
 Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
10,000	36	360,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	X

Technical Attribute	Required Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 35 PPM	Up to 45 ppm (Letter) / 43 ppm (A4)
First Page Out	max 10 seconds	As fast as 8 seconds
Monthly Duty Cycle	min 75,000	200,000
Print Quality	600 x 600 dpi	600 x 600 dpi (1200 x 1200 enhanced image quality)
Scan Resolution	600 x 600 dpi	600 x 600 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, USB 2.0, Mac compliant, Multicast DNS (mDNS) capable
Print Languages	PCL (5E and 6), PostScript 3 (w/support for direct consumption of at least PDF v 1.3)	PCL 5e/6 emulations, PostScript 3 compatibility (w/support for direct consumption of PDF v 1.3)
Memory	Minimum 256 MB	256 MB
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, envelopes, card stock, labels, transparencies, post cards
Remote Management	Web-based remote management	Centerware IS
Compatibility	Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information	Mac, Windows 7 and Server 2008 (WhQL certified)
Input printing	250-sheet adjustable tray (minimally adjustable to 8.5"x11" and 8.5" x14")	600-sheet 3.5" to 18.5" x 14"
Input Scanning (ADF)	50-sheet ADF	100-sheet DADF
Output	150 sheet tray	500 sheet tray
Duplex	Automatic	Automatic
Productivity Features	Copy, Print, LDAP Authenticated Scan to E-mail, LDAP Authenticated Scan to Network, Fax	Copy, Scan to E-mail, Scan to USB, Scan to Network, Fax, LDAP compliant
Energy Management	Energy Star	Energy Star
Footprint (wxDxh inches)	SPECIFY	24.5 x 19 x 25.5 in.

MULTIFUNCTION BLACK & WHITE (MID RANGE)

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
WorkCentre 4250	4250/X	\$3,358.00	\$2,694.54	\$1,578.00
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$3,358.00</b>	<b>\$2,694.54</b>	<b>\$1,578.00</b>

## Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site			
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price
2 Additional Years Of On-Site Service. Applicable Only During 1st 90 Days	E4250S3	\$999.00	\$934.07	\$470.00
The prices to the right will be transferred automatically to the Cost Summary		\$999.00	\$934.07	\$470.00

## Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
Work Centre 4250 Smart Kit Drum	113R00755	360000	80000	4	\$499.00	\$353.54	\$258.00	\$903.00
MAINTENANCE KIT, WORK CENTRE 4250	115R00063	360000	200000	1	\$439.00	\$311.03	\$227.00	\$181.60
The totals to the right will be transferred automatically to the Cost Summary					\$938.00	\$664.57	\$485.00	\$1,084.60

MULTIFUNCTION BLACK & WHITE (MID RANGE)

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
360,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	X

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
106R01409 Toner Cartridge Work Centre 4260 Na /Xe	12,500	25,000	14	199	\$140.99	\$103.00	\$1,431.70
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$199.00</b>	<b>\$140.99</b>	<b>\$103.00</b>	<b>\$1,431.70</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification	Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price	
	6 ft Ethernet	M	BEL-A3L980-10-BLK-S - Patch Cable -RJ-	1030230	\$8.99	\$4.60	\$4.47
Paper Trays	Additional tray/feed	M	500 Sheet Paper Tray	097N01524	\$499.00	\$400.41	\$400.41
	Envelope Feeder (min 10)						
	11x17 tray						
	Additional option (SPECIFY)						
	Additional option (SPECIFY)						
Output	High Capacity Trays						
	Stacker						
	Stapler						
	Additional option (SPECIFY)						
Memory	Upgradable to 512mb	M	256MB Memory Upgrade	098N02200	\$499.00	\$400.41	\$400.41
Asset Mgmt.	Asset Tagging						
Toner (for warranty duration)	Less than Highest Yield: Black						
	Standard Yield: Black						
	Other than new, OEM: Black						
Connectivity	Integrated Wireless b/g	M	Wireless Network Adapter With North American Power Converter, 110V	097S03740	\$262.00	\$210.24	\$210.24
	Gigabit Ethernet						
	USB Disabling Feature (if applicable)	M	Not Applicable				
	Scan to Email (LDAP) Disabling Feature	M	Standard				
Hard Disk	Additional option (SPECIFY)	M	Standard				
Print Language	Generic text compatible						
Hardware or Software Utility for Cleaning /Sanitizing Hardware	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant						
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No	DOE Bundle*	\$215.00	\$198.00	\$30.00

MULTIFUNCTION BLACK & WHITE (MID RANGE)

### Additional Information

Use the space below to include additional information or provide explanations for any of the information submitted.

\*This option is available through ASI Systems Integration only.

MULTIFUNCTION BLACK & WHITE (MID RANGE)

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

<b>Company Name:</b>	Lexmark International, Inc.	<b>Proposed Printer:</b>	Lexmark X466de
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$1,816.00	\$1,365.89	\$850.63	\$850.63
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$599.00	\$493.53	\$301.90	\$301.90
3	<b>Lifetime<sup>*</sup> Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$261.00	\$146.07	\$13.84	\$52.59
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$335.00	\$207.01	\$131.50	\$1,201.03
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$2,406.16</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.016709412

<sup>\*</sup>"Lifetime" is defined as the duration of the required warranty period for the printer category.

**MULTIFUNCTION BLACK & WHITE (MID RANGE)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
4,000	36	144,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 35 PPM	40 PPM
First Page Out	max 10 seconds	6.5 seconds
Monthly Duty Cycle	min 75,000	80000
Print Quality	600 x 600 dpi	1200 x 1200 dpi
Scan Resolution	600 x 600 dpi	600 x 600 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0 High Speed Certified (Type B)
Print Languages	PCL (5E and 6), PostScript 3 (w/support for direct consumption of at least PDF v 1.3)	PCL 5e emulation, PCL 6 emulation, PPDS, PS 3 Emulation, HTML, PDF 1.6 Emulation, Direct Image, Microsoft XPS
Memory	Minimum 256 MB	256 MB
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, Card Stock, Dual Web Labels, Envelopes, Integrated Labels, Paper Labels, Plain Paper, Polyester Labels, Transparencies, Vinyl Labels
Remote Management	Web-based remote management	Web Based Remote Management via MarkVision Professional
Compatibility	Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information	Mac OS X, Mac OS 9.2, Windows 7, Server 2008, (WHQL Certified), <a href="http://support.lexmark.com">http://support.lexmark.com</a>
Input printing	250-sheet adjustable tray (minimally adjustable to 8.5"x11" and 8.5" x14")	250-sheet adjustable tray (8.5"x11" and 8.5"x14" adjustable) + 50-sheet multi-purpose feeder
Input Scanning (ADF)	50-sheet ADF	50-sheet ADF
Output	150 sheet tray	150 sheet tray
Duplex	Automatic	Automatic
Productivity Features	Copy, Print, LDAP Authenticated Scan to E-mail, LDAP Authenticated Scan to Network, Fax	Copy, Print, LDAP Authenticated Scan to E-mail, LDAP Authenticated Scan to Network, Fax
Energy Management	Energy Star	Energy Star
Footprint (wXdXh inches)	SPECIFY	19.2" x 17.2" x 20.9" (W x D x H inches)

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Lexmark X466de Mono Laser MFP	13C1265	\$1,816.00	\$1,365.89	\$850.63
The prices to the right will be transferred automatically to the Cost Summary		<b>\$1,816.00</b>	<b>\$1,365.89</b>	<b>\$850.63</b>

**MULTIFUNCTION BLACK & WHITE (MID RANGE)**

## Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site			
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price
1st Year Next Business Day - Included	NA	\$0.00	\$0.00	\$0.00
2 Year Extended Onsite Warranty	2350907	\$599.00	\$493.53	\$301.90
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$599.00</b>	<b>\$493.53</b>	<b>\$301.90</b>

## Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
E260/36x/46x0 - 30K Photoconductor	E260X22G	144000	30000	4	\$36.00	\$21.63	\$13.84	\$52.59
E260/360/460 - Maintenance Kit	40X5400	144000	120000	0	\$225.00	\$124.44	\$0.00	\$0.00
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$261.00</b>	<b>\$146.07</b>	<b>\$13.84</b>	<b>\$52.59</b>

**MULTIFUNCTION BLACK & WHITE (MID RANGE)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
144,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES X
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Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
X463X11G - X46x Extra High Yld Return Program Cartridge	7,000	15,000	9	335	\$207.01	\$131.50	\$1,201.03
<b>The totals to the right will be transferred to the Cost Summary</b>				<b>\$335.00</b>	<b>\$207.01</b>	<b>\$131.50</b>	<b>\$1,201.03</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification	Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
	6 ft Ethernet	M	Ethernet Cable	16A0834	\$25.00	\$19.96
Paper Trays	Additional tray/feed	M	550-Sheet Drawer	34S0550	\$252.00	\$167.03
	Envelope Feeder (min 10)					
	11x17 tray					
	Additional option (SPECIFY)		250-Sheet Drawer	34S0250	\$163.00	\$108.20
	Additional option (SPECIFY)					
Output	High Capacity Trays					
	Stacker					
	Stapler					
	Additional option (SPECIFY)					
Memory	Upgradable to 512mb	M	256MB DDR1-DRAM	1022299	\$749.00	\$503.00
						\$452.70
Asset Mgmt.	Asset Tagging		Asset Tagging	43C0099	\$225.00	\$100.00
Toner (for warranty duration)	Less than Highest Yield: Black		High Yield Return Program Toner	X463H11G	\$258.00	\$159.43
	Standard Yield: Black		Return Program Toner Cartridge	X463A11G	\$134.00	\$82.55
	Other than new, OEM: Black					\$74.30
Conne-c-tivity	Integrated Wireless b/g	M	Lexmark X466dwe (Pricing listed is for printer w/wireless bundle. +\$88.19 total additional cost for upgrade.)	13C1104	\$1,937.00	\$1,461.24
	Gigabit Ethernet		MarkNet N8120 Gigabit Ethernet Print	14F0037	\$180.00	\$125.01
	USB Disabling Feature (if applicable)	M	USB Disabling Feature Standard	N/A	\$0.00	\$0.00
	Scan to Email (LDAP) Disabling Feature	M	Scan to Email (LDAP) Disabling Feature	N/A	\$0.00	\$0.00
Hard Disk			80+GB Hard Disk Included Standard	N/A	\$0.00	\$0.00
	Additional option (SPECIFY)	M				\$0.00
Print Language	Generic text compatible		Compatible with Generic text drivers	N/A	\$0.00	\$0.00
Hardware or Software Utility for Cleaning /Sanitizing Hardware	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant		Meets DOD 5220.22 Standards when Hard Disk is installed	N/A	\$0.00	\$0.00
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No			\$30.00

**MULTIFUNCTION BLACK & WHITE (MID RANGE)**

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name: Lexmark International, Inc.	Proposed Printer: Lexmark X654de
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$3,054.00	\$2,310.05	\$1,534.46	\$1,534.46
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$1,079.00	\$889.01	\$543.82	\$543.82
3	<b>Lifetime* Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$350.00	\$239.28	\$0.00	\$0.00
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$602.03	\$341.10	\$220.44	\$2,920.83
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$4,999.11</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.010099212

\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

**MULTIFUNCTION BLACK & WHITE (HIGH END)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
13,750	36	495,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 45 PPM	55 PPM
First Page Out	max 10 seconds	9.5 seconds
Monthly Duty Cycle	min 200,000	275000
Print Quality	600 x 600 dpi	1200 x 1200 dpi
Scan Resolution	600 x 600 dpi	600 x 600 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable, USB 2.0 High Speed Certified (Type B)
Print Languages	PCL (5E and 6), PostScript 3 (w/support for direct consumption of at least PDF v 1.3)	PCL 5e emulation, PCL 6 emulation, PPDS, PS 3 Emulation, HTML, PDF 1.6 Emulation, Direct Image, Microsoft XPS
Memory	Minimum 256 MB	256 MB
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, Card Stock, Dual Web Labels, Envelopes, Integrated Labels, Paper Labels, Plain Paper, Polyester Labels, Transparencies, Vinyl Labels
Remote Management	Web-based remote management	Web Based Remote Management via MarkVision Professional
Compatibility	Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information	Mac OS X, Mac OS 9.2, Windows 7, Server 2008, (WHQL Certified), <a href="http://support.lexmark.com">http://support.lexmark.com</a>
Input printing	500-sheet adjustable tray (minimally adjustable to 8.5"x11" and 8.5" x14")	550-sheet adjustable tray (8.5"x11" and 8.5"x14" adjustable) + 100-sheet multi-purpose feeder
Input Scanning (ADF)	75-sheet ADF	75-sheet ADF
Output	500 sheet tray	550 sheet tray
Duplex	Automatic	Automatic
Productivity Features	Copy, Print, LDAP Authenticated Scan to E-mail, LDAP Authenticated Scan to Network, Fax	Copy, Print, LDAP Authenticated Scan to E-mail, LDAP Authenticated Scan to Network, Fax
Energy Management	Energy Star	Energy Star
Footprint (wXdxh inches)	SPECIFY	21.6" x 24.1" x 29.7" (W x D x H inches)

## Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
Lexmark X654de MFP	16M1265	\$3,054.00	\$2,310.05	\$1,534.46
The prices to the right will be transferred automatically to the Cost Summary		\$3,054.00	\$2,310.05	\$1,534.46

**MULTIFUNCTION BLACK & WHITE (HIGH END)**

### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site			
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price
1st Year, Next Business Day - Included	NA	\$0.00	\$0.00	\$0.00
2 Year Extended Onsite Warranty, Next Business Day	2350558	\$1,079.00	\$889.01	\$543.82
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$1,079.00</b>	<b>\$889.01</b>	<b>\$543.82</b>

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
T65x/X65x Maintenance Kit	40X4724	495000	300000	1	\$350.00	\$239.28	\$0.00	\$0.00
<b>The totals to the right will be transferred automatically to the Cost Summary</b>					<b>\$350.00</b>	<b>\$239.28</b>	<b>\$0.00</b>	<b>\$0.00</b>

**MULTIFUNCTION BLACK & WHITE (HIGH END)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
495,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	X

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consum-ables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
X654X11A - T65X Extra High Yield Return Program	18,000	36,000	13	602	\$341.10	\$220.44	\$2,920.83
<b>The totals to the right will be transferred to the Cost Summary</b>					<b>\$602.03</b>	<b>\$341.10</b>	<b>\$220.44</b>
							<b>\$2,920.83</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification	Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price	
	6 ft Ethernet	M	Ethernet Cable	16A0834	\$25.00	\$19.96	\$17.95
Paper Trays	Additional tray/feed	M	550-Sheet Drawer	30G0802	\$316.00	\$209.05	\$188.15
	Envelope Feeder (min 10)						
	11x17 tray						
	Additional option (SPECIFY)		250-Sheet Drawer	30G0800	\$252.00	\$167.03	\$150.33
	Additional option (SPECIFY)		2000-High Capacity Feeder	30G0804	\$633.00	\$419.15	\$377.24
Output	High Capacity Trays						
	Stacker						
	Stapler						
	Additional option (SPECIFY)		MFP Caster Base	16M1207	\$443.00	\$293.09	\$263.79
Memory	Upgradable to 512mb	M	256MB DDR2-DRAM	1025041	\$749.00	\$503.19	\$452.88
	Asset Tagging		Asset Tag	43C0099	\$225.00	\$100.00	\$15.00
Toner (for warranty duration)	Less than Highest Yield: Black		X65x High Yield Return Program Cartridge	X651H11A	\$565.20	\$319.27	\$287.35
	Standard Yield: Black		X65x Return Program Cartridge	X651A11A	\$202.87	\$114.63	\$103.17
	Other than new, OEM: Black						
Connectivity	Integrated Wireless b/g	M	MarkNet N8150 802.11/b/g/n Wireless Print Server	14F0040	\$544.00	\$377.13	\$339.42
	Gigabit Ethernet		MarkNet N8120 Gigabit Ethernet Print	14F0037	\$180.00	\$125.01	\$112.51
	USB Disabling Feature (if avail)	M	USB Disabling Feature Standard	N/A	\$0.00	\$0.00	\$0.00
	Scan to Email (LDAP) Disabling Feature	M	Scan to Email (LDAP) Disabling Feature	N/A	\$0.00	\$0.00	\$0.00
Hard Disk			Lexmark X656de (Pricing listed is for printer w/80+GB Hard Disk bundle. +\$224.40 total additional cost for upgrade.)	16M1797	\$3,360.00	\$2,541.15	\$1,758.86
	Additional option (SPECIFY)	M					
Print Language	Generic text compatible		Compatible with Generic text drivers	N/A	\$0.00	\$0.00	\$0.00
<b>Hardware or Software Utility for Cleaning /Sanitizing Hardware</b>	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant		Meets DOD 5220.22 Standards when Hard Disk is installed	N/A	\$0.00	\$0.00	\$0.00
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No				\$30.00

MULTIFUNCTION BLACK & WHITE (HIGH END)

### Vendor Information

Fill in the entries below with sufficient information so that you can be contacted with questions regarding your response.

Company Name:	Xerox Corporation	Proposed Printer:	4250/X
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### Cost Summary

**Do not enter the cost data on this page.** The cost data on this page is transferred from entries on other pages. Print this document to confirm that the entries are updated and accurate before submitting.

	Description	List Total	Contract Total	Quote Total	Lifetime Totals
1	<b>Printer Cost</b> Hardware, software and initial supplies necessary to provide a complete working configuration that meets the required printer specifications.	\$3,358.00	\$2,694.54	\$1,578.00	\$1,578.00
2	<b>Warranty Services Cost</b> Services that extend the manufacturer warranty, as specified in the NYS printer contract, for the required warranty period.	\$999.00	\$934.07	\$470.00	\$470.00
3	<b>Lifetime * Cost of Replaceable Service Parts</b> Complete accounting of replaceable service parts required to meet the estimated monthly output volume over the required warranty period.	\$938.00	\$664.57	\$485.00	\$1,084.60
4	<b>Lifetime Cost of Cartridges</b> Sufficient ink/toner cartridges to meet the estimated monthly output volume over the required warranty period.	\$199.00	\$140.99	\$103.00	\$1,431.70
<b>TOTAL COST OF OWNERSHIP (3 YEARS)</b>					<b>\$4,564.30</b>
<b>TOTAL COST PER PAGE (3 YEAR)</b>					0.012678611

\*\*"Lifetime" is defined as the duration of the required warranty period for the printer category.

**MULTIFUNCTION BLACK & WHITE (HIGH END)**

## Printer Specifications

Indicate how the proposed printer meets or exceeds the required specifications by entering the printer's actual specification. Fill in specifications for each attribute. DO NOT ENTER "MEETS" AS THE PROPOSED PRINTER'S SPECIFICATION.

Estimated Monthly Volume is equal to 5% of the contractor's declared **Maximum Monthly Duty Cycle** of the proposed printer. Estimated Lifetime Volume is calculated as Estimated Monthly Volume multiplied by the Planned Service Life of the proposed printer.

"SPECIFY" means the contractor must provide the specification of the proposed printer.

Estimated Monthly Volume (pages)	Planned Service Life (months)	Estimated Lifetime Volume (pages)
10,000	36	360,000

Affirm that productivity specifications in this response comply with the testing standard by the International Organization for Standardization: ISO/IEC 24734.	YES
(Absence of an X in the box to the right indicates "NO" as a response.)	X

Technical Attribute	Required Specification	Proposed Printer's Specification
Print Technology	Laser/Solid Ink	Laser
Print Speed	min 45 PPM	Up to 45 ppm (Letter) / 43 ppm (A4)
First Page Out	max 10 seconds	As fast as 8 seconds
Monthly Duty Cycle	min 200,000	200,000
Print Quality	600 x 600 dpi	600 x 600 dpi (1200 x1200 enhanced image quality)
Scan Resolution	600 x 600 dpi	600 x 600 dpi
Connectivity	Integrated NIC, 10/100, Boot P Capable, Bonjour/Multicast-DNS (mDNS) Capable	Integrated NIC, 10/100, Boot P Capable, USB 2.0, Mac compliant, Multicast DNS (mDNS) capable
Print Languages	PCL (5E and 6), PostScript 3 (w/support for direct consumption of at least PDF v 1.3)	PCL 5e/6 emulations, PostScript 3 compatibility (w/support for direct consumption of PDF v 1.3)
Memory	Minimum 256 MB	256 MB
Media Type	Paper, recycled paper, labels, envelopes	Paper, recycled paper, envelopes, card stock, labels, transparencies, post cards
Remote Management	Web-based remote management	Centerware IS
Compatibility	Mac and Windows 7 and Server 2008 Compatible (WHQL certified preferred) Must Provide Information	Mac, Windows 7 and Server 2008 (WhQL certified)
Input printing	500-sheet adjustable tray (minimally adjustable to 8.5"x11" and 8.5" x14")	600-sheet 3.5" to 18.5" x 14"
Input Scanning (ADF)	75-sheet ADF	100-sheet DADF
Output	500 sheet tray	500 sheet tray
Duplex	Automatic	Automatic
Productivity Features	Copy, Print, LDAP Authenticated Scan to E-mail, LDAP Authenticated Scan to Network, Fax	Copy, Scan to E-mail, Scan to USB, Scan to Network, Fax, LDAP compliant
Energy Management	Energy Star	Energy Star
Footprint (wXdXh inches)	SPECIFY	24.5 x 19 x 25.5 in.

**MULTIFUNCTION BLACK & WHITE (HIGH END)**

### Printer Cost

Provide the model name and part number of the proposed printer that meets the required specifications above.

Model Name	Part Number / SKU	List Price	Contract Price	Quote Price
WorkCentre 4250	4250/X	\$3,358.00	\$2,694.54	\$1,578.00
<b>The prices to the right will be transferred automatically to the Cost Summary</b>		<b>\$3,358.00</b>	<b>\$2,694.54</b>	<b>\$1,578.00</b>

### Warranty Services

Enter the description, part number, list, contract and quote price(s) needed to meet the required warranty.

Warranty Required	3 Year Next Business Day On-Site				
Warranty Services Description	Part Number/SKU	List Price	Contract Price	Quote Price	
2 Additional Years Of On-Site Service. Applicable Only During 1st 90	E4250S3	\$999.00	\$934.07	\$470.00	
The prices to the right will be transferred automatically to the Cost Summary		\$999.00	\$934.07	\$470.00	

### Replaceable Service Parts

Replaceable service parts include items such as fusers, rollers, imaging units, maintenance kits and other parts that are replaced after some period of use (with the exception of toner). Enter the description and part number, declared useful life and list, contract and quote price for all replaceable service parts not covered under the warranty quoted for the proposed printer. THIS IS AN ALL INCLUSIVE LIST. PARTS NOT LISTED HERE MUST BE PROVIDED AT NO ADDITIONAL CHARGE FOR THE LIFETIME OF THE PRINTER WARRANTY. The Estimated Lifetime Quantity (units) is calculated from the Proposed Printer's Estimated Lifetime Volume less the declared useful life of the first part provided with the proposed printer. Estimated quantities are based on contractor's declared values. Estimated quantities do not represent a commitment for the purchase of replaceable service parts.

Affirm that the list of replaceable service parts below, provided by the contractor, is an all-inclusive list of replaceable service parts required for the proposed printer (with the exception of toner). Parts not listed below, if needed for maintenance or repair during the lifetime of the printer, will be provided at no additional charge.	YES
(Absence of an X in the box to the right indicates that the list is not all-inclusive)	X

List ALL possible replaceable service parts not included in quoted warranty & service price	Part / SKU Number	Estimated Lifetime Volume (pages)	Useful Life of Part (pages)	Estimated Lifetime Quantity (units)	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Parts Cost
Work Centre 4250 Smart Kit Drum	113R00755	360000	80000	4	\$499.00	\$353.54	\$258.00	\$903.00
MAINTENANCE KIT, WORK CENTRE	115R00063	360000	200000	1	\$439.00	\$311.03	\$227.00	\$181.60
The totals to the right will be transferred automatically to the Cost Summary					\$938.00	\$664.57	\$485.00	\$1,084.60

**MULTIFUNCTION BLACK & WHITE (HIGH END)**

## Consumables

Enter the part number and description, declared yield in pages and list, contract, and quote price of consumables for the proposed printer. The Lifetime Consumables Quantity is calculated from the Lifetime Volume less the declared yield of the cartridge shipped with the printer. If replacement cartridges with different declared yields are available for the proposed printer, you must propose the one which provides the highest yield. Cartridges quoted must be new, OEM product. Estimated quantities do not represent a commitment for the purchase of consumables.

Estimated Lifetime Volume (pages)
360,000.00

Affirm that cartridge yield data in this response complies with the following International Organization for Standardization standard: ISO/IEC 19752. (Absence of an X in the box to the right indicates "NO" as a response.)	YES
	X

Replacement Cartridge Part Number and Description	Yield: Starter Cartridge (pages)	Yield: Replace Cartridge (pages)	Lifetime Consumables Qty	List Price (each)	Contract Price (each)	Quote Price (each)	Lifetime Consumables Cost
<b>Monochrome Consumables</b>							
106R01409 Toner Cartridge Work Centre 4250 Na /Xe	12,500	25,000	14	199	\$140.99	\$103.00	\$1,431.70
<b>The totals to the right will be transferred to the Cost Summary</b>					<b>\$199.00</b>	<b>\$140.99</b>	<b>\$103.00</b>
							<b>\$1,431.70</b>

## Mandatory and Standard Options

Please indicate if the following options are an additional cost/credit to the base configuration. All options listed here that also appear on the contractor's NYS Printer contract must be quoted. "M" indicates a mandatory option. Mandatory options must be quoted for the proposed printer to be considered for participation. Prices quoted in this section are not transferred to the Cost Summary.

Attribute	Required Specification	Proposed Specification	Part/Sku	List Price	Contract Price	Quote Price
	6 ft Ethernet	M	BEL-A3L980-10-BLK-S – Patch Cable –RJ-	1030230	\$8.99	\$4.60
Paper Trays	Additional tray/feed	M	500 Sheet Paper Tray	097N01524	\$499.00	\$400.41
	Envelope Feeder (min 10)					
	11x17 tray					
	Additional option (SPECIFY)		2000 High Capacity Feeder	097N01684	\$944.00	\$757.49
	Additional option (SPECIFY)					
Output	High Capacity Trays					
	Stacker					
	Stapler					
	Additional option (SPECIFY)		Integrated Finisher	097N01715	\$666.00	\$534.42
Memory	Upgradable to 512mb	M	256MB Memory Upgrade	098N02200	\$499.00	\$400.41
	Asset Mgmt.					
Toner (for warranty duration)	Asset Tagging					
	Less than Highest Yield: Black					
	Standard Yield: Black					
Connectivity	Other than new, OEM: Black					
	Integrated Wireless b/g	M	Wireless Network Adapter With North American Power Converter, 110V	097S03740	\$262.00	\$210.24
	Gigabit Ethernet					
	USB Disabling Feature (if avail)	M	Not Applicable			
Hard Disk	Scan to Email (LDAP) Disabling Feature	M	Standard			
	Additional option (SPECIFY)	M	Standard			
Print Language	Generic text compatible					
Hardware or Software Utility for Cleaning /Sanitizing Hardware	Meets the US Department of Defense 5220.22 standard for removal of data, Option M compliant					
DOE Bundle		M	<input checked="" type="radio"/> Yes <input type="radio"/> No	DOE Bundle*	\$215.00	\$198.00

**MULTIFUNCTION BLACK & WHITE (HIGH END)**

### Additional Information

Use the space below to include additional information or provide explanations for any of the information submitted.

\*This option is available through ASI Systems Integration only.

MULTIFUNCTION BLACK & WHITE (HIGH END)

Company Name:	Lexmark International, Inc.
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	List Price	Contract Price	Discount from Contract
<b>1. Free Basic Assessment Services</b>			
<i>Lexmark International, Inc. will be providing the NYS Agencies in the Capital District, as well as NYC agencies that are coordinated by DOITT, a Basic Needs Assessment (Discovery). During our Needs Assessment, Lexmark will explore and analyze the agency's environment around their current hardware deployment. Within our Findings Document, we will recommend an improved future state that includes device consolidation and device optimization by looking at the redundancy of devices, utilization and proper employee to device ratios. Lexmark's overall goal will be to rightsizing the agency's environment for improvements in end-user productivity, as well as cost improvements.</i>	\$5,990.00	\$1,647.80	\$0.00
<i>Lexmark will be able to customize anything based on the customer's requirements.</i>			

	List Price	Contract Price	Discount from Contract	
<b>2. Deployment Services</b>				
<i>Lexmark International, Inc. will be providing deployment services under the NYS 2009 Aggregate Printer Purchase as an optional service. Deployment services will include the following: Unpack and remove boxes, Setup Printer and accessories, configure static TCP/IP address, test printer using supplied NYS/NYC instructions, removal of all packing materials from the site on the same day as installation. At the completion of the deployment, customer will sign-off and accept.</i>	1	\$205.00	\$137.65	\$123.88
	2	\$327.00	\$225.88	\$203.29
	3	\$327.00	\$225.88	\$203.29
	4	\$327.00	\$225.88	\$203.29
	5	\$327.00	\$225.88	\$203.29
	6	\$327.00	\$225.88	\$203.29
	7	\$467.00	\$384.50	\$346.05
	8	\$327.00	\$225.88	\$203.29
	9	\$327.00	\$225.88	\$203.29
	10	\$467.00	\$384.50	\$346.05
<i>Lexmark will be able to customize anything based on the customer's requirements.</i>				

	List Price	Contract Price	Discount from Contract	
<b>3. Disposal Services</b>				
<i>Lexmark International, Inc. will be providing optional disposal services. Disposal services include remove de-commissioned printer from NYS Sitefor Disposal, get customer sign-off and acceptance. We will follow all environmental standards for get customer sign-off.</i>	All	\$50.00	\$20.00	\$18.00
	<i>Lexmark will be able to customize anything based on the customer's requirements.</i>			

	List Price	Contract Price	Discount from Contract	
<b>4. Trade-In Services</b>				
<i>Lexmark International, Inc. will provide the State of New York with the option to trade-in existing printers for a value towards new equipment. The trade-in program will be a one-for-one trade. We will trade-in all models and manufacturers that are in working order, they must be able to print at least one page. The pricing for the trade-in is subject to daily market rates on the equipment. At the time an agency wants purchase new equipment and trade-in existing equipment, Lexmark will provide a competitive trade-in value based on market rate.</i>		\$0.00	\$0.00	\$0.00
	<i>Lexmark will be able to customize anything based on the customer's requirements.</i>			

Lexmark has always provided the State of NY, City of NY, NYC Department of Education and other government and education customers the highest level of service and service offerings. This will continue during the NYS 2010 Printer Initiative.

Lexmark will provide standard pricing on many service offerings, but can customize and alter any offering to meet the specific needs of the end user.

Description	NYS Contract Part Number	List Price	Contract Price	Discount from Contract
<b>Lexmark Distributed Fleet Management</b> - Lexmark's Managed Services provides pro-active monitoring and maintenance of Lexmark devices. It includes usage tracking, low consumable-level alerts, and detailed reporting of under or overused equipment. The ordering of consumables will take place through a customized web portal, accessed by specific Roslyn personnel. Our managed services will also include detailed site surveys to review device location and view physical usage by end-users.	DFM0001	\$15.00 per month, per device	\$10.25 per month, per device	\$9.25 per month, per device
<b>Lexmark Training</b> - End user training on all functionality of the device or Lexmark solution. This is above any basic training which is included with installation.	43C0098	\$225.00 per hour	\$100.00 per hour	\$90.00 per hour
<b>Lexmark Discovery</b> - Detailed needs assessment and analysis of customers environment. Can be focused on a process or workflow improvement or device consolidation. This is above any basic Assessment that is included in the Printer Initiative.	43C0095	\$225.00 per hour	\$102.99 per hour	\$92.69 per hour
<b>Lexmark Project Management (Senior Consulting, System Intergration)</b> - This allows Lexmark to provide the highest level of service to any End User when integration of a Lexmark Solution is required. A Project Manager will be assigned to manage the day-to-day activities that the customer requires for a flawless implementation of any solution or device needs.	LEX43C0099	\$345.00 per hour	\$164.78 per hour	\$148.30 per hour
<b>Forms Design, Data Mapping</b> - This allows Lexmark to provide the highest level of service to any End User when integration of a Lexmark Solution is required.	LEX43C0096	\$345.00 per hour	\$113.29 per hour	\$101.96 per hour
<b>Other - Assement Management</b> This is part of Lexmark's Distributed Fleet Management.	43C0097	\$345.00	\$187.50	\$168.75