County of Fairfax
Department of Purchasing and Supply Management

RFP-2000000264
Lease or Purchase of Multifunction Devices, Managed Print Services and any other Related Products, Services and Solutions

ATTACHMENT A - PRICING SHEET FOR MULTIFUNCTION DEVICES

Instructions: Offeror shall complete a detailed price sheet for each unit offered (Segments 1-6 color and grayscale/B&W) to include all optional components. Rows should be expanded or collapsed to reflect available standard and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on Attachment C.

Name of Offeror: _____

								MAINTANANCE AND SUPPLIES INCLUDED											NO MAINTENANCE OR SUPPLIES INCLUDED											Monthly Fees				
MFD Segment	Price Bands (Number of devices leased or purchased)	MFG #	MFG Name of Product MFD Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components	Maximum Monthly Volume/Duty Cycle	Suggested Retail Price	Discount Percentage	Purchase Price	Month to Month Lease Agreement Rate	6 Month Lease Agreement Rate	12 Month Lease Agreement Rate	18 Month Lease Agreement Rate	24 Month Agreement Rate	30 Month Lease Agreement Rate	36 Month Lease Agreement Rate	42 Month Lease Agreement Rate	48 Month Lease Agreement Rate	54 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Lease Agreement Rate	6 Month Lease Agreement Rate	12 Month Lease Agreement Rate	18 Month Lease Agreement Rate	24 Month Agreement Rate	30 Month Lease Agreement Rate	36 Month Lease Agreement Rate	42 Month Lease Agreement Rate	48 Month Lease Agreement Rate	54 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Allotted Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
EXAMPLE:																																	
Segment 2 (21-30 ppm)	**1-25 band**	**AX100**	**ACHKOPRSX MFD-100 black and white, etc.**	20,000	$ 2,000.00	20%	$ 1,600.00	$ 175.00	$ 155.00	$ 145.00	$ 135.00	$ 125.00	$ 110.00	$ 100.00	$ 85.00	$ 75.00	$ 60.00	$ 50.00	$ 175.00	$ 155.00	$ 145.00	$ 135.00	$ 125.00	$ 110.00	$ 100.00	$ 85.00	$ 75.00	$ 60.00	$ 50.00	12,000	$ 0.005	Included	$ 20.00	$ 0.001
	26-50 band				$ 2,000.00	22%	$ 1,560.00	$ 170.00	$ 150.00	$ 140.00	$ 130.00	$ 120.00	$ 105.00	$ 95.00	$ 80.00	$ 70.00	$ 55.00	$ 45.00	$ 170.00	$ 150.00	$ 140.00	$ 130.00	$ 120.00	$ 105.00	$ 95.00	$ 80.00	$ 70.00	$ 55.00	$ 45.00					
	51-100 band				$ 2,000.00	24%	$ 1,520.00	$ 165.00	$ 145.00	$ 135.00	$ 125.00	$ 115.00	$ 100.00	$ 90.00	$ 75.00	$ 65.00	$ 50.00	$ 40.00	$ 165.00	$ 145.00	$ 135.00	$ 125.00	$ 115.00	$ 100.00	$ 90.00	$ 75.00	$ 65.00	$ 50.00	$ 40.00					
	101-250 band				$ 2,000.00	28%	$ 1,440.00	$ 160.00	$ 140.00	$ 130.00	$ 120.00	$ 110.00	$ 95.00	$ 85.00	$ 70.00	$ 60.00	$ 45.00	$ 35.00	$ 160.00	$ 140.00	$ 130.00	$ 120.00	$ 110.00	$ 95.00	$ 85.00	$ 70.00	$ 60.00	$ 45.00	$ 35.00					
	251-500 band				$ 2,000.00	30%	$ 1,400.00	$ 155.00	$ 135.00	$ 125.00	$ 115.00	$ 105.00	$ 90.00	$ 80.00	$ 65.00	$ 55.00	$ 40.00	$ 30.00	$ 155.00	$ 135.00	$ 125.00	$ 115.00	$ 105.00	$ 90.00	$ 80.00	$ 65.00	$ 55.00	$ 40.00	$ 30.00					
	501-1000 band				$ 2,000.00	32%	$ 1,360.00	$ 150.00	$ 130.00	$ 120.00	$ 110.00	$ 100.00	$ 85.00	$ 75.00	$ 60.00	$ 50.00	$ 35.00	$ 25.00	$ 150.00	$ 130.00	$ 120.00	$ 110.00	$ 100.00	$ 85.00	$ 75.00	$ 60.00	$ 50.00	$ 35.00	$ 25.00					
	1001-1500 band				$ 2,000.00	34%	$ 1,320.00	$ 145.00	$ 125.00	$ 115.00	$ 105.00	$ 95.00	$ 80.00	$ 70.00	$ 55.00	$ 45.00	$ 30.00	$ 20.00	$ 145.00	$ 125.00	$ 115.00	$ 105.00	$ 95.00	$ 80.00	$ 70.00	$ 55.00	$ 45.00	$ 30.00	$ 20.00					
	1501-2000 band				$ 2,000.00	36%	$ 1,280.00	$ 140.00	$ 120.00	$ 110.00	$ 100.00	$ 90.00	$ 75.00	$ 65.00	$ 50.00	$ 40.00	$ 25.00	$ 15.00	$ 140.00	$ 120.00	$ 110.00	$ 100.00	$ 90.00	$ 75.00	$ 65.00	$ 50.00	$ 40.00	$ 25.00	$ 15.00					
	2001 + band				$ 2,000.00	38%	$ 1,240.00	$ 135.00	$ 115.00	$ 105.00	$ 95.00	$ 85.00	$ 70.00	$ 60.00	$ 45.00	$ 35.00	$ 20.00	$ 10.00	$ 135.00	$ 115.00	$ 105.00	$ 95.00	$ 85.00	$ 70.00	$ 60.00	$ 45.00	$ 35.00	$ 20.00	$ 10.00					
		AX-101	Basic Finisher (Collate, Staple)		$ 50.00	20%	$ 40.00	$ 15.00	$ 14.00	$ 13.00	$ 12.00	$ 11.00	$ 10.00	$ 9.00	$ 7.50	$ 6.00	$ 4.50	$ 3.00	$ 15.00	$ 14.00	$ 13.00	$ 12.00	$ 11.00	$ 10.00	$ 9.00	$ 7.50	$ 6.00	$ 4.50	$ 3.00					
		AX-102	Advanced Finisher (Collate, Multi-position Stapling, Multi-position Hole Punch)		$ 75.00	20%	$ 60.00	$ 21.00	$ 20.00	$ 19.00	$ 18.00	$ 17.00	$ 16.00	$ 14.00	$ 11.50	$ 9.00	$ 12.00	$ 4.00	$ 21.00	$ 20.00	$ 19.00	$ 18.00	$ 17.00	$ 16.00	$ 14.00	$ 11.50	$ 9.00	$ 12.00	$ 4.00					
		AX103	Professional Finisher (Collate, Multi-position Stapling, Multi-position Hole Punch, Saddle-stitch, Folding (C, V, Z, etc.), GBC Binding)		$ 100.00	20%	$ 80.00	$ 22.00	$ 21.00	$ 20.50	$ 20.00	$ 19.50	$ 19.00	$ 18.00	$ 15.50	$ 13.00	$ 9.00	$ 6.00	$ 22.00	$ 21.00	$ 20.50	$ 20.00	$ 19.50	$ 19.00	$ 18.00	$ 15.50	$ 13.00	$ 9.00	$ 6.00					
		AX-1	External 100 Sheet Stapler		$ 25.00	20%	$ 20.00	$ 4.75	$ 4.50	$ 4.25	$ 4.00	$ 3.75	$ 3.50	$ 3.00	$ 2.50	$ 2.00	$ 1.50	$ 1.00	$ 4.75	$ 4.50	$ 4.25	$ 4.00	$ 3.75	$ 3.50	$ 3.00	$ 2.50	$ 2.00	$ 1.50	$ 1.00					
		AX-122	Paper Tray (Tandem 2,000 sheet)		$ 25.00	20%	$ 20.00	$ 6.75	$ 6.50	$ 6.25	$ 6.00	$ 5.75	$ 5.50	$ 5.00	$ 4.00	$ 3.00	$ 2.00	$ 1.00	$ 6.75	$ 6.50	$ 6.25	$ 6.00	$ 5.75	$ 5.50	$ 5.00	$ 4.00	$ 3.00	$ 2.00	$ 1.00					
		AX-124	High Capacity Sheet Feeder (4,000 pages)		$ 50.00	20%	$ 40.00	$ 12.00	$ 11.00	$ 10.50	$ 10.00	$ 9.50	$ 9.00	$ 8.00	$ 6.00	$ 4.00	$ 3.00	$ 2.00	$ 12.00	$ 11.00	$ 10.50	$ 10.00	$ 9.50	$ 9.00	$ 8.00	$ 6.00	$ 4.00	$ 3.00	$ 2.00					
		AX-11X	Data Overwrite Security Kit		$ 50.00	20%	$ 40.00	$ 5.00	$ 4.50	$ 4.25	$ 4.00	$ 3.75	$ 3.50	$ 3.00	$ 2.50	$ 2.00	$ 1.50	$ 1.00	$ 5.00	$ 4.50	$ 4.25	$ 4.00	$ 3.75	$ 3.50	$ 3.00	$ 2.50	$ 2.00	$ 1.50	$ 1.00					
		AX-131	Font Kit		$ 25.00	20%	$ 20.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00					
		AX-132	Barcode Kit		$ 25.00	20%	$ 20.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00					
		AX-180	Scanning/OCR Software and Licenses		$ 50.00	20%	$ 40.00	$ 5.00	$ 4.50	$ 4.25	$ 4.00	$ 3.75	$ 3.50	$ 3.00	$ 2.50	$ 2.00	$ 1.50	$ 1.00	$ 5.00	$ 4.50	$ 4.25	$ 4.00	$ 3.75	$ 3.50	$ 3.00	$ 2.50	$ 2.00	$ 1.50	$ 1.00					
		AX-190	Memory Upgrade (512 MB)		$ 25.00	20%	$ 20.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00					
		AX-111	External Keyboard		$ 10.00	20%	$ 8.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00					
		AX-110	Fax Kit		$ 10.00	20%	$ 8.00	$ 6.00	$ 5.50	$ 5.00	$ 4.50	$ 4.00	$ 3.50	$ 3.00	$ 2.50	$ 2.00	$ 1.50	$ 1.00	$ 6.00	$ 5.50	$ 5.00	$ 4.50	$ 4.00	$ 3.50	$ 3.00	$ 2.50	$ 2.00	$ 1.50	$ 1.00					
Segment 1 (10-20 ppm)	**1-25 band**																																
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Segment 3 (31-40 ppm)	**1-25 band**																																
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Segment 4 (41-69 ppm)	**1-25 band**																																
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Segment 5 (70-90 ppm)	**1-25 band**																																
	26-50 band																																
	51-100 band																																
	101-250 band																																
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	501-1000 band																																
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Segment 6 (91+ ppm)	**1-25 band**																																
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Segment 1 Color (10-20 ppm)	1-25 band																															
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Segment 3 Color (31-40 ppm)	1-25 band																															
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Segment 4 Color (41-69 ppm)	1-25 band																															
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			Insert additional rows for optional components																													
Optional			**If offered by Supplier, include any additional production print shop multi-function devices not included in Segment 6 above.**																													
	1-25 band																															
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	51-100 band																															
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