

South Carolina

The
Palmetto
State



KONICA MINOLTA

Statewide Contract

For Photocopier Equipment. CPC

Contract Number: 05-S6621-A11328

Contract Period: November 5, 2004 –
September 12, 2009

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1. ORDERING ADDRESS AND PROCEDURES

Orders will be accepted for the State of South Carolina State agencies and Political Subdivisions within the State of South Carolina. All orders must be placed as follows:

Konica Minolta Business Solutions U.S.A, Inc.
C/O Pollock Office Machine Co., Inc.
Attn. Teresa Taylor
112 Corporate Blvd
West Columbia, SC 29169
Phone: 803-233-0900
Toll Free #: 800-647-6626
Fax: 803-772-2211
Via email: ttaylor@pollockcompany.com

Information on orders, invoices, payments, etc. should be directed to the number indicated above. Email and Facsimile purchase orders are acceptable.

2. ORDERING PROCEDURES/PURCHASE ORDERS

All purchase orders for photocopiers are to be issued only to the above address. Please include the following information with your purchase order:

- The Contract Number: 05-S6621-A11328
- Product Number
- Quantity of items being ordered
- Description of Item
- CPC for Lot ordered
- Delivery address, contact name and phone number
- Any additional items to be delivered with the copier
- Accessories and appropriate prices, (if applicable)

3. PAYMENT ADDRESS

KMBS U.S.A., Inc. will provide invoices under this contract. Payments must be made to:

Pollock Financial
PO Box 3292
Augusta, GA 30914

4. DELIVERY

Twenty (20) days after receipt of order

1. TERMINATION

This contract may not be terminated solely for convenience. This contract may be terminated for cause or non-appropriations as stated above or in the case where an office no longer has the need for the copier because of personnel cuts or consolidating copy functions to another copier. In the event that this contract is terminated or cancelled, 30 day advance notice, in writing, is given to the contractor. **This is a commitment for 60 months. The only way to cancel is specified in the Termination clauses: Cause, Non-Appropriations or no longer need because of reduction of staff or office**

2. PRICING

Cost per copy listed for each lot includes all costs needed to operate the machine, including all supplies, maintenance, except paper, and staples. The State shall not guarantee to pay the contractor a minimum each month. Agencies will only pay for each copy made.

3. OPTIONAL ITEMS

Suggested retail price for the optional item minus 40%, (this will determine the price for the optional item) divided by 60 (60 months). If the optional item is added after the base machine is installed, 40% of the MSRP for that optional item will be divided by the number of months remaining on the base machine. This number will then be divided by the last 12 month's average monthly volume to determine the factor to be added to the base cost per copy for the balance of the contract. For optional items, if the volume changes by more than 5% (up or down) in a 6 month period the factor will be changed effective the date when agreed to by both agency and contractor. If requested by the agency contractor must provide volume reports to the agency per machine.

Example: MSRP \$2,500.00 -40% = \$1,500.00 divide by 60 months = \$25.00, divide by 10,000 copies a month = \$.0025 will be added to the cost per copy.

4. MAINTENANCE

Includes full maintenance for the contract period of the copier. This shall include labor, all parts, (including drums) service, travel and preventive maintenance.

Maximum service response time shall be (from time of first contact) two (2) hours by phone, onsite within four (4) hours, copier in operation within eight (8) hours. Response time is base on normal working hours of 8:00AM to 5:00PM.

If copier(s) is not in operation in eight (8) hours, contractors must furnish a copier at no additional cost to the agency until the copier is in operation.

5. RELOCATION

For Standard copier relocations the cost shall not exceed \$200.00 for each copier being relocated. For removals that require special rigging, the contractor shall submit a price quotation to the agency for approval prior to the work being done, not to exceed direct cost.

6. PURCHASING CARD

South Carolina has entered into an agreement for a Visa Card to provide the State with purchasing card services. The purchasing card allows state agencies to make authorized purchases from a vendor without the requirement to issue a purchase order. Purchasing cards are issued to select employees authorized to purchase for the agency. Cardholders can make purchases directly from any vendor that accepts the purchasing card. Agencies now have the authority to use the purchasing card to pay for monthly payments. It will be the agencies option to use the card for such payments.

Konica Minolta does accept the State of South Carolina Purchasing Card.

bizhub 160 SPECIFICATIONS

Contract Number: 05-S6621-A11328



Your old copier is history. What you need is bizhub: an affordable, expandable central document resource. Fast, high-resolution output. Color scanning. Built-in GDI printing. Cost-effective options. So you save time, save money – and work smarter, not just harder.

KONICA MINOLTA bizhub 160

| | |
|------------------------|---|
| Type: | Digital Copier/Printer/Scanner |
| Imaging System: | Electrostatic Dry Powdered Image |
| Development System: | Konica Minolta Micro-Toning High-Grade (MT-HG) |
| Output Speed: | 16 pages per minute |
| Image Resolution: | 600 x 600 dpi (copying/printing) |
| Warm-Up Time: | Less than 25 seconds |
| First Copy: | Less than 13 seconds |
| Magnification: | 25 - 400%, 0.1% increments Preset reduction 78%, 64%, 50%, 25%; Preset enlargement 129%, 154%, 200%, 400% |
| Standard Paper Supply: | 250-sheet multi-purpose paper tray 10-sheet bypass |
| Power Requirements: | 120V, 60Hz |
| Dimensions: | 20" x 24" x 16" (WDH) |
| Weight: | 32 lbs., 14oz. |

Design and Specifications are subject to change without notice

* Photo does not represent awarded configuration

- 16 pages per minute
- Built-in GDI standard printing
- Scan once/print many
- User-friendly control panel

LOT 1
TARGET VOLUME: 1,250
MONTHLY VOLUME RANGE: 0 - 2,500
SPEED: 16 PAGES PER MINUTE

**Standard Configuration Includes: bizhub 160 / Reduction & Enlargment /
 Standard Copier Memory 16MB / Original Cover**

STANDARD CONFIGURATION CPC (LOT 1):

| CPC for first 30% Volume | First 30% of Volume | CPC for all copies made after the first 30% Volume |
|--------------------------|---------------------|--|
| .0838 | 375 | .0154 |

Cost per copy includes all maintenance, parts, replacement drum, and all supplies except paper and staples.

OPTIONAL ACCESSORY PRICING:

| Model / Description | Retail (MSRP) | 40% off MSRP | Monthly Rental Price | CPC |
|-----------------------------------|---------------|--------------|----------------------|--------|
| DF-501; Automatic | \$350.00 | \$210.00 | \$3.50 | 0.0028 |
| EM-101; 32-MB Memory | \$145.00 | \$87.00 | \$1.45 | 0.0012 |
| PF-501; 500-Sheet Paper Feed Unit | \$199.00 | \$119.40 | \$1.99 | 0.0016 |
| Mechanical Counter | \$40.00 | \$24.00 | \$0.40 | 0.0003 |

If the optional item is added after the base machine is installed, 40% of the MSRP for that optional item will be divided by the number of months remaining on the base machine. This number will then be divided by the last 12 month's average monthly volume to determine the factor to be added to the base cost per copy for the balance of the contract.



bizhub 161f SPECIFICATIONS

Contract Number: 05-S6621-A11328



Do it all. Do it now. Do it the bizhub way — with built-in PCL printing, color scanning, high-quality copying, high-volume fax. Plus PageScope™ to control your workflow, input to output. It's everything you need to keep your business running — without running circles.

KONICA MINOLTA bizhub 161f

| | |
|------------------------|---|
| Type: | Digital Copier/Printer/Scanner/Fax |
| Imaging System: | Electrostatic Dry Powdered Image |
| Development System: | Konica Minolta Micro-Toning High-Grade (MT-HG) |
| Output Speed: | 16 pages per minute |
| Image Resolution: | 600 x 600 dpi (copying/printing) |
| Warm-Up Time: | Less than 25 seconds |
| First Copy: | Less than 13 seconds |
| Magnification: | 25 - 400%, 0.1% increments Preset reduction 78%, 64%, 50%, 25%; Preset enlargement 129%, 154%, 200%, 400% |
| Standard Paper Supply: | 250-sheet multi-purpose paper tray 10-sheet bypass |
| Power Requirements: | 120V, 60Hz |
| Dimensions: | 20" x 24" x 18-1/2" (WDH) |
| Weight: | 38 lbs., 2 oz. |

Design and Specifications are subject to change without notice

* Photo does not represent awarded configuration

- 16 pages per minute
- Built-in GDI standard printing
- Scan once/print many
- User-friendly control panel
- Super G3 faxing at 33.6 Kbps

**LOT 1
 TARGET VOLUME: 1,250
 MONTHLY VOLUME RANGE: 0 - 2,500
 SPEED: 16 PAGES PER MINUTE**

**Standard Configuration Includes: bizhub 161f / Reduction & Enlargement /
 Standard Copier Memory 16MB / Auto Document Feeder / Faxing**

STANDARD CONFIGURATION CPC (LOT 1):

| CPC for first 30% Volume | First 30% of Volume | CPC for all copies made after the first 30% Volume |
|--------------------------|---------------------|--|
| .0838 | 375 | .0154 |

Cost per copy includes all maintenance, parts, replacement drum, and all supplies except paper and staples.

OPTIONAL ACCESSORY PRICING:

| Model / Description | Retail (MSRP) | 40% off MSRP | Monthly Rental Price | CPC |
|-----------------------------------|---------------|--------------|----------------------|--------|
| EM-101; 32-MB Memory | \$145.00 | \$87.00 | \$1.45 | 0.0012 |
| PF-501; 500-Sheet Paper Feed Unit | \$199.00 | \$119.40 | \$1.99 | 0.0016 |
| Mechanical Counter | \$40.00 | \$24.00 | \$0.40 | 0.0003 |
| SU-502 (Scanner Unit) | \$155.00 | \$93.00 | \$1.55 | 0.0012 |
| NC-501 (Network Interface Card) | \$400.00 | \$240.00 | \$4.00 | 0.0032 |
| 64 MB Memory for IC-205 | \$67.00 | \$40.20 | \$0.67 | 0.0005 |
| 128MB Memory for IC-205 | \$97.00 | \$58.20 | \$0.97 | 0.0008 |

If the optional item is added after the base machine is installed, 40% of the MSRP for that optional item will be divided by the number of months remaining on the base machine. This number will then be divided by the last 12 month's average monthly volume to determine the factor to be added to the base cost per copy for the balance of the contract.



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|--------------------------------|----------------------------|-------------------|-------|--------------|--------------|---|
| Docusystems of Charleston, Inc | 480 Jessen Lane Suite A | Daniel Island, SC | 29492 | 843-856-9191 | 843-856-6454 | Berkeley Charleston Collenton Dorchester |
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