

**AGREEMENT**

THIS AGREEMENT ("Agreement") is made and entered into this 8th day of January, 2019 ("Effective Date"), by and between the County of Fresno, a political subdivision of the State of California ("COUNTY"), and California Business Machines, Inc. a California corporation, 4260 N. Fresno Street, Fresno, CA, 93726, ("CONTRACTOR").

**RECITALS:**

WHEREAS, COUNTY needs to purchase or rent copiers and obtain maintenance services for those copiers; and

WHEREAS, the COUNTY entered into Agreement number 13-117, which expires March 11, 2019;

WHEREAS, COUNTY now desires to amend, restate and replace Agreement Number 13-117 to take advantage of preferential pricing;

WHEREAS, COUNTY is able to obtain preferential pricing through the County of San Luis Obispo, General Services Department Invitation to Bid New Copiers #3764-16, which was competitively bid and awarded to Coastal Copy, an authorized Kyocera Managed Document Services (MDS) Dealer; and

WHEREAS, the request for bids issued by the County of San Luis Obispo contains a "piggyback" clause allowing other local governments to take advantage of Kyocera's preferential pricing through authorized MDS dealers; and

WHEREAS, CONTRACTOR is the local authorized Kyocera MDS Dealer servicing the Central Valley of California, and so will offer the COUNTY the preferential pricing obtained through the County of San Luis Obispo bid process.

NOW, THEREFORE, in consideration of the mutual covenants, terms and conditions herein contained, the Parties agree that Agreement Number 13-117 shall be superseded and replaced in its entirety by this Agreement, and further agree as follows:

WITNESSETH

**1. PURCHASE AND RENTAL OF PRODUCTS**

CONTRACTOR shall provide all products and product-related services in accordance

1 with the specifications, requirements, terms, conditions, etc. of (1) Invitation to Bid New Copiers  
2 #3764-16, issued by San Luis Obispo County; (2) Coastal Copy's response to Bid #3764-16;  
3 and (3) CONTRACTOR's Master Price List, all of which are attached as Exhibits, A, B, and C,  
4 respectively, and incorporated by this reference.

5 All products supplied by CONTRACTOR shall be F.O.B. destination. Any price changes,  
6 additions to or deletions from this Agreement shall be implemented only in accordance with the  
7 terms of this Agreement.

## 8 **2. PARTICIPATING DEPARTMENTS**

9 All COUNTY departments are authorized to participate in this Agreement.

## 10 **3. ORDERING**

11 COUNTY departments shall place orders with COUNTY's Purchasing Department on as  
12 as-needed basis.

## 13 **4. PRODUCT CHANGES**

14 Copiers and their corresponding options, accessories, parts, maintenance and  
15 requirements change and become obsolete and unavailable periodically. Within thirty (30) days,  
16 CONTRACTOR will notify COUNTY'S Chief Information Officer or his/her designee in writing  
17 when removing a discontinued model or adding a new model equivalent to the product(s)  
18 specified in the CONTRACTOR'S Master Price List.

## 19 **5. TRAINING**

20 CONTRACTOR shall provide training regarding new products and new product features  
21 to COUNTY staff, as necessary, at no charge to COUNTY. Training shall be conducted during  
22 normal COUNTY business hours, from 8:00 a.m. to 5:00 p.m., Monday through Friday,  
23 excluding COUNTY holidays.

## 24 **6. COMPENSATION**

25 COUNTY shall compensate CONTRACTOR in an amount equal to that offered by the  
26 CONTRACTOR in its written quotation for each specific COUNTY requirement. Such quotations  
27 shall be subject to the terms, conditions, requirements etc. of this Agreement, even if not so  
28 stated on the CONTRACTOR'S quotation. The terms and conditions of the Agreement shall  
take priority over any conflicting terms and conditions stated in the CONTRACTOR'S quotation.

1 Terms and conditions stated on the quotation that conflict with this Agreement shall not apply  
2 even if COUNTY accepts the quotation, unless specifically identified by COUNTY and accepted  
3 in writing.

4 In no event shall goods, services, or maintenance performed under this Agreement  
5 exceed \$4,000,000.00 for the total possible term of the Agreement.

## 6 **7. TAXES, SHIPPING/HANDLING and SPECIAL FEES**

7 A. Taxes – COUNTY shall pay tax on tangible goods at 100% of the current tax  
8 rate. Hardware support and other additional non-tangible services are not  
9 taxable. CONTRACTOR agrees to bear all risks of loss, injury or destruction to  
10 goods and materials ordered which may occur prior to delivery, and such loss,  
11 injury or destruction shall not release the CONTRACTOR from any obligation  
12 hereunder.

13 B. Shipping/Handling – Any shipping/handling costs assessed shall be included on  
14 the CONTRACTOR's quotation in response to each request for bid by COUNTY.  
15 On rare occasions, it may be necessary for the CONTRACTOR to indicate  
16 additional shipping and handling charges just prior to delivery. In such instances,  
17 an estimated shipping/handling charge must be included and identified on the  
18 quotation. The invoiced shipping/handling amount cannot exceed the estimated  
19 shipping/handling amount indicated on the COUNTY accepted quotation. No  
20 shipping and/or handling charges appearing on an invoice will be accepted or  
21 allowed by COUNTY if not included as a separate line item on the COUNTY  
22 accepted CONTRACTOR's quotation in response to the request for bid.

## 23 **8. INVOICING**

24 An itemized invoice shall be mailed to the requesting COUNTY department, in  
25 accordance with invoicing instructions included in each order referencing this Agreement. The  
26 Agreement number must appear on all shipping documents and invoices. COUNTY shall pay  
27 CONTRACTOR within 45 days of receipt of invoice.

## 28 **9. PRODUCT WARRANTY AND MAINTENANCE**

Product warranty will be as provided by the original equipment manufacturer, plus any

1 additional warranty or maintenance that may be offered by the CONTRACTOR as a standard  
2 business practice or requested as part of the original purchase. Non-warranty product  
3 maintenance will be provided at the current time and materials or maintenance package rates.

#### 4 **10. TERM**

5 This Agreement shall become effective on the Effective Date and shall remain in effect  
6 for an initial term of three (3) years. The Agreement may be extended for two (2) additional  
7 consecutive twelve (12) month periods upon written approval of both COUNTY and  
8 CONTRACTOR, no later than thirty (30) days prior to the first day of the next twelve (12) month  
9 extension period. COUNTY's Director of Internal Services/Chief Information Officer or his/her  
10 designee, is authorized to execute such written approval on behalf of COUNTY based on  
11 CONTRACTOR's satisfactory performance.

#### 12 **11. TERMINATION**

13 A. Non-Allocation of Funds – The terms of this Agreement and any extensions,  
14 and the services to be provided, are contingent on the approval of funds by  
15 the appropriating government agency. If sufficient funds are not allocated, the  
16 services provided may be modified, or this Agreement terminated at any time  
17 by giving CONTRACTOR thirty (30) days advance written notice.

18 B. Breach of Contract – COUNTY may immediately suspend or terminate this  
19 Agreement in whole or in part, where in the determination of the COUNTY  
20 there is:

- 21 i. An illegal or improper use of funds;
- 22 ii. A failure to comply with any term of this Agreement;
- 23 iii. A substantially incorrect or incomplete report submitted to the  
24 COUNTY; or
- 25 iv. Improperly performed services.

26 In no event shall payment by the COUNTY constitute a waiver by the COUNTY of  
27 any breach of this Agreement or any default which may then exist on the part of the  
28 CONTRACTOR. Such payment shall not impair or prejudice any remedy to the  
COUNTY with respect to the breach of default. COUNTY shall have the right to

1 demand of the CONTRACTOR the repayment to the COUNTY of any funds  
2 disbursed to the CONTRACTOR under this Agreement, which in the judgement of  
3 the COUNTY were not expended in accordance with the terms of this Agreement.  
4 CONTRACTOR shall promptly refund any such funds upon demand.

5 C. Without Cause – Under circumstances other than those set forth above, this  
6 Agreement may be terminated by COUNTY by giving thirty (30) days  
7 advance written notice of an intention to terminate to CONTRACTOR. In the  
8 event of such termination, COUNTY shall pay CONTRACTOR for satisfactory  
9 services or supplies provided up until the date of termination.

## 10 **12. INDEPENDENT CONTRACTOR**

11 In performance of the work, duties and obligations assumed by CONTRACTOR under  
12 this Agreement, it is mutually understood and agreed that CONTRACTOR, including any and all  
13 of the CONTRACTOR's officers, agents, and employees will at all times be acting and  
14 performing as an independent contractor, and shall act in an independent capacity and not as  
15 an officer, agent, servant, employee, joint venture, partner, or associate of the COUNTY.

16 Furthermore, COUNTY shall have no right to control or supervise or direct the manner or  
17 method by which CONTRACTOR shall perform its work and function. However,  
18 CONTRACTOR's methods must be compatible with COUNTY's standards and must result in  
19 satisfactory and timely completion of the work assigned, and the quality and quantity of work  
20 produced must be acceptable to the COUNTY. COUNTY retains the right to verify that  
21 CONTRACTOR is performing their obligations in accordance with this Agreement's terms and  
22 conditions. CONTRACTOR and COUNTY shall comply with all applicable provisions of law and  
23 the rules and regulations, if any, of governmental authorities having jurisdiction over matters  
24 covered by this Agreement. Because of its status as an independent contractor, CONTRACTOR  
25 shall have absolutely no right to employment rights and benefits available to COUNTY  
26 employees. CONTRACTOR shall be solely liable and responsible for providing to, or on behalf  
27 of, their employees all legally required employee benefits. In addition, CONTRACTOR shall be  
28 solely responsible and shall hold the COUNTY harmless from all matters relating to payment of  
CONTRACTOR's employees, including with Social Security withholding, and all other

1 regulations governing such matters. It is acknowledged that during the term of this Agreement,  
2 CONTRACTOR may be providing services to others unrelated to the COUNTY or to this  
3 Agreement.

#### 4 **13. MODIFICATION**

5 Any matters of this Agreement may be modified from time to time by the written consent  
6 of all the parties without, in any way, affecting the remainder.

#### 7 **14. NON-ASSIGNMENT**

8 Neither COUNTY nor CONTRACTOR shall assign, transfer or sub-contract this  
9 Agreement nor their rights or duties under this Agreement without the prior written consent of  
10 the other party.

#### 11 **15. HOLD HARMLESS AND INDEMNIFICATION**

12 CONTRACTOR agrees to indemnify, save, hold harmless, and at COUNTY's request  
13 defend the COUNTY, its officers, agents and employees, from any and all costs and expenses  
14 (including attorney's fees and costs), claims, suits, liabilities, losses and damages occurring or  
15 resulting to COUNTY in connection with the performance, or failure to perform, by  
16 CONTRACTOR, their officers, agents or employees under this Agreement, and from any and all  
17 costs and expenses (including attorney's fees and costs), damages, liabilities, claims and losses  
18 occurring or resulting to any person, firm or corporation who may be injured or damaged by the  
19 performance, or failure to perform, of CONTRACTOR, their officers, agents, subcontractors,  
20 assigns, or employees under this Agreement. The provisions of this Section 15 shall survive the  
21 termination of this Agreement.

#### 22 **16. INSURANCE**

23 Without limiting COUNTY's right to obtain indemnification from CONTRACTOR or any  
24 third parties, CONTRACTOR, at its sole expense, shall maintain in full force and effect, the  
25 following insurance policies or a program of self-insurance, including but not limited to, and  
26 insurance pooling arrangement or Joint Powers Agreement (JPA) throughout the term of the  
27 Agreement;

- 28 A. Commercial General Liability – Commercial General Liability Insurance with  
limits of not less than Two Million Dollars (\$2,000,000) per occurrence and an

1 annual aggregate of Four Million Dollars (\$4,000,000). This policy shall be  
2 issued on a per occurrence basis. COUNTY may require specific coverage  
3 including complete operations product liability, contractual liability, Explosion-  
4 Collapse-Underground, fire legal liability or any other liability insurance  
5 deemed necessary because of the nature of the contract.

6 B. Automotive Liability - Comprehensive Automobile Liability insurance with  
7 limits of not less than One Million Dollars (\$1,000,000) per accident for bodily  
8 injury and for property damages. Coverage should include any auto used in  
9 connection with this Agreement.

10 C. Worker's Compensation – A policy of Worker's Compensation insurance as  
11 may be required by the California Labor Code. CONTRACTOR shall obtain  
12 endorsements to the Commercial General Liability insurance naming the  
13 County of Fresno its officers, agents, and employees, individually and  
14 collectively, as additional insured, but only insofar as the operations under  
15 this Agreement are concerned. Such coverage for additional insured shall  
16 apply as primary insurance and any other insurance, or self-insurance,  
17 maintained by COUNTY, its officers, agents and employees shall be excess  
18 only and not contributing with insurance provided under CONTRACTOR's  
19 policies herein. This insurance shall not be cancelled or changed without a  
20 minimum of thirty (30) days advance written notice given to COUNTY.  
21 CONTRACTOR hereby waives its right to recover from COUNTY, its officers,  
22 agents, and employees any amounts paid by the policy of worker's  
23 compensation insurance required by this Agreement. CONTRACTOR is  
24 solely responsible to obtain any endorsement to such policy that may be  
25 necessary to accomplish such waiver of subrogation, but CONTRACTOR's  
26 waiver of subrogation under this paragraph is effective whether or not  
27 CONTRACTOR obtains such an endorsement.  
28 Within thirty (30) days from the date CONTRACTOR executes this  
Agreement, CONTRACTOR shall provide certificates of insurance and

endorsement as stated above for all of the foregoing policies, as required herein, to the County of Fresno, Purchasing Manager, 4525 E. Hamilton avenue, Fresno, CA 93702, stating that such insurance coverage have been obtained and are in full force; that the County of Fresno, its officers, agents and employees will not be responsible for any premiums on the policies; that for such worker's compensation insurance the CONTRACTOR has waived its right to recover from the COUNTY, its officers, agents, and employees any amounts paid under the insurance policy and that waiver does not invalidate the insurance policy; that such Commercial General Liability insurance names the County of Fresno, its officers agents and employees, individually and collectively, as additional insured, but only insofar as the operations under this Agreement are concerned; that such coverage for additional insured shall apply as primary insurance and any other insurance, or self-insurance, maintained by COUNTY, its officers, agents, and employees, shall be excess only and not contributing with insurance provided under CONTRACTOR's policies herein; and that this insurance shall not be cancelled or changed without a minimum of thirty (30) days advance, written notice to COUNTY.

In the event CONTRACTOR fails to keep in effect at all times insurance coverage herein provided, the COUNTY may, in addition to other remedies it may have, suspend or terminate the Agreement upon the occurrence of such event.

All policies shall be with admitted insurers licensed to do business in the State of California. Insurance purchased shall be purchased from companies possessing a current A.M. Best, Inc. rating of A FSC VII or better.

#### **17. AUDITS AND INSPECTIONS**

The CONTRACTOR shall at any time during business hours, and as often as the COUNTY may deem necessary, make available to the COUNTY for examination all of its records and data with respect to the matters covered by this Agreement. CONTRACTOR shall,



1 upon request by the COUNTY, permit the COUNTY to audit and inspect all of such records and  
2 data necessary to ensure CONTRACTOR's compliance with the terms of this Agreement. If this  
3 Agreement exceeds ten thousand dollars (\$10,000.00), CONTRACTOR shall be subject to the  
4 examination and audit of the California State Auditor for a period of three (3) years after final  
5 payment under contract (Government Code Section 8546.7).

## 6 **18. NOTICES**

7 The persons and their addresses having authority to give and receive written notices  
8 under this Agreement include the following:

### 9 **County of Fresno**

10 Director of Internal Services/CIO  
11 333 W. Pontiac Way  
12 Clovis, CA 93612  
13 559-600-6200

### **California Business Machines**

Teri Brymer, President/Secretary  
4260 N. Fresno Street  
Fresno, CA 93726  
559-225-5570  
terib@cbmsolution.com

14 All notices between the COUNTY and the CONTRACTOR provided for or permitted  
15 under this Agreement must be in writing and delivered either by personal service, by first-  
16 class United States mail, by an overnight commercial courier service, or by telephonic  
17 facsimile transmission. A notice delivered by personal service is effective upon service to  
18 the recipient. A notice delivered by first class United States mail is effective three  
19 COUNTY business days after deposit in the United States mail, postage prepaid,  
20 addressed to the recipient. A notice delivered by an overnight commercial courier service  
21 is effective one COUNTY business day after deposit with the overnight commercial courier  
22 service, delivery fees prepaid with delivery instructions given for next day delivery,  
23 addressed to the recipient. A notice delivered by telephonic facsimile is effective when  
24 transmission to the recipient is completed (but, if such transmission is completed outside  
25 of COUNTY business hours, then such delivery shall be deemed to be effective at the next  
26 beginning of a COUNTY business day), provided that the sender maintains a machine  
27 record of the completed transmission. For all claims arising out of or related to this  
28 Agreement, nothing in this section establishes, waives, or modifies any claims  
presentation requirements or procedures provided by law, including but not limited to the

1 Government Claims Act (Division 3.6 of Title 1 of the Government Code, beginning with  
2 section 810).

### 3 **19. GOVERNING LAW**

4 Venue for any action arising out of or relating to this agreement shall only be in  
5 Fresno County, California. The rights and obligations of the parties and all interpretation  
6 and performance of this Agreement shall be governed in all respects by the laws of the  
7 State of California.

### 8 **20. DISCLOSURE OF SELF-DEALING TRANSACTIONS**

9 This provision is only applicable if the CONTRACTOR is operating as a corporation  
10 (a for-profit or non-profit corporation) or if during the term of this agreement, the  
11 CONTRACTOR changes its status to operate as a corporation.

12 Members of CONTRACTOR's Board of Directors shall disclose any self-dealing  
13 transactions that they are a party to while CONTRACTOR is providing goods or  
14 performing services under this Agreement. A self-dealing transaction shall mean a  
15 transaction to which the CONTRACTOR is a party and in which one or more of its  
16 directors has a material financial interest. Members of CONTRACTOR's Board of  
17 Directors shall disclose any self-dealing transactions that they are a party to by completing  
18 and signing a *Self-Dealing Transaction Disclosure Form* (Exhibit D) and submitting it to the  
19 COUNTY prior to commencing with the self-dealing transaction or immediately thereafter.

### 20 **21. ENTIRE AGREEMENT**

21 This Agreement constitutes the entire Agreement between CONTRACTOR and  
22 COUNTY with respect to the subject matter hereof and supersedes all previous  
23 Agreement negotiations, proposals, commitments, writings, advertisements publications,  
24 and understandings of any nature whatsoever unless expressly includes in this  
25 Agreement.

26 In the event of any inconsistency in interpreting the documents which constitute this  
27 Agreement, the inconsistency shall be resolved by giving precedence in the following  
28 order: (1) the text of this Agreement and Exhibit C; and (2) the San Luis Obispo County's  
Bid #3764-16, Exhibit A; and (3) Coastal Copy's response to Bid #3764-16, Exhibit B.

EXECUTED AND EFFECTIVE as of the date first above set forth.

**CONTRACTOR**

Teri Brymer  
President/Secretary

**COUNTY OF FRESNO**

Nathan Magsig, Chairman of the Board of  
Supervisors of the County of Fresno

DATE:

11/26/18

**ATTEST:**

BERNICE E. SEIDEL

CLERK OF THE BOARD OF SUPERVISORS  
COUNTY OF FRESNO, STATE OF CALIFORNIA

California Business Machines, Inc.  
4260 N. Fresno Street  
Fresno, CA 93726

By:

Deputy

**FOR ACCOUNTING USE ONLY:**

Fund No.: Various  
Subclass No.: Various  
Org No.: Various  
Account No.: Various



County of San Luis Obispo

**GENERAL SERVICES**

Will Clemens, Director

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**INVITATION TO BID #3764-16  
New Copiers**

December 8, 2016

The County of San Luis Obispo is currently soliciting bids for the purchase order new copiers for an 18 month period as noted.

Each bid shall specify each and every item as set forth in the attached specifications. Any and all exceptions must be clearly stated in a separate document and uploaded with your bid response. Failure to set forth any item in the specifications shall be grounds for rejection. The County of San Luis Obispo reserves the right to reject all bids and to waive any informalities.

This Bid is posted on the County's Purchasing website at:

[http://www.slocounty.ca.gov/GS/Purchasing/Current\\_Formal\\_Bids\\_and\\_Proposals.htm](http://www.slocounty.ca.gov/GS/Purchasing/Current_Formal_Bids_and_Proposals.htm)

Any changes, additions, or deletions to this Bid will be in the form of written addenda issued by the County. Any addenda will be posted on the website. Prospective bidders must check the website for addenda or other relevant new information during the response period. The County is not responsible for the failure of any prospective bidder to receive such addenda. All addenda so issued shall become a part of this Bid.

Bids and Spreadsheet must be submitted electronically through the County's purchasing website. They must be received no later than 3:00 p.m. January 10, 2017.

All questions pertaining to the content of this Invitation to Bid must be made in writing through the Purchasing website. All questions will receive a response within five (5) business days. Questions and responses will be posted (anonymously) on the Purchasing website and can be viewed by accessing the Invitation to Bid located at the Purchasing website.

The County reserves the right to determine the appropriateness of comments / questions that will be posted on the website.

Any and all comments and suggestions are sincerely encouraged prior to the bid opening. If you have any questions about the Bid process, please contact the Buyer directly.

Justin Hansen  
Buyer – CS - Purchasing  
[jdhanen@co.slo.ca.us](mailto:jdhanen@co.slo.ca.us)

## New Copiers

**TO: ALL PROSPECTIVE BIDDERS****SUBJECT: LOCAL BIDDERS PREFERENCE**

The County of San Luis Obispo has established a local vendor preference. All informal and formal bids for contracts will be evaluated with a 5% preference for local vendors. Note the following exceptions:

1. Those contracts which State Law requires be awarded to the lowest responsible bidder.
2. Public works construction projects.

A "local" vendor will be approved as such when, 1) It conducts business in an office with a physical location within the County of San Luis Obispo; 2) It holds a valid business license issued by the County or a city within the County; and 3) Business has been conducted in such a manner for not less than six (6) months prior to being able to receive the preference.

As of March 3, 1994 individual County Buyers evaluate bids considering the local vendor preference described above. The burden of proof will lie with bidders relative to verification of "local" vendor preference. Should any questions arise, please contact a buyer at (805) 781-5200. All prospective bidders are encouraged to quote the lowest prices at which you can furnish the items or services listed in County bids.

	YES	NO
Do you claim local vendor preference?	X	
Do you conduct business in an office with a physical location within the County of San Luis Obispo?	X	
Business Address: 3563 Sueldo Street, Suite F, San Luis Obispo, CA 93401 (former address 243 Granada Drive, San Luis Obispo, CA 93401)		
Years at this Address: 1 Year (former address 15 years)		
Does your business hold a valid business license issued by the County or a City within the County?	X	
Name of Local Agency which issued license: City of San Luis Obispo		

Business Name: Coastal Copy, Inc.

Authorized Individual: Tom Rizk Title: President

Signature: Dated: 01/06/2017

## New Copiers

**TO: ALL PROSPECTIVE BIDDERS****SUBJECT: POLICY ON PURCHASING PRODUCTS MADE WITH OR CONTAINING  
CHLOROFLUOROCARBONS (CFC's)**Summary

Many products contain chlorofluorocarbons (CFC's), a known depleter of ozone in the atmosphere. Under the U.S. Clean Air Act and the Montreal Protocol on Substances that Deplete the Ozone Layer, CFC production for use in industrialized nations is to be totally phased out by January 1, 1996. There are still many products on the market that contain CFC's or are made with CFC's. The Department of General Services, purchasing staff must identify products made with or containing CFC's and purchase alternative products whenever practical and possible.

Policy

To this end, it shall be the policy of the County of San Luis Obispo that all bidders, who wish to do business with the County are required to identify all products that contain CFC's or use CFC's in the manufacturing or shipping processes. Bidders are required to identify alternative products that do not use CFC's, for possible purchase by the County.

Bidder Response

	YES	NO
Do any products offered herein contain CFC's or use CFC's in the manufacturing or shipping process?		No
If yes, please offer an alternative product by copying bid forms and submitting an alternate bid. Will you offer an alternate?		
Please provide any other information that may be helpful to the County. Attachments are acceptable.		

Bidder: Coastal Copy, Inc

## New Copiers

**GENERAL CONDITIONS AND INSTRUCTIONS**

1. All bids submitted by Seller to Purchaser shall be submitted through the County's Purchasing website in accordance with the instructions contained herein.
2. The issuance of this bid request creates no obligation on the part of the County and the County reserves the unconditional right at its option to either reject all bids or waive any irregularities or informalities therein.
3. All prices must be firm for 45 days from the date of the bid opening and be inclusive. Upon award, prices will be in effect for the term of the contract.
4. If you offer any prompt payment discounts, please indicate this in the "General Comments for the Agency" section when responding to the bid through the Purchasing website.
5. Award will be made to the lowest responsible bidder.
6. Responding to this Bid will be interpreted to mean that the bidder has thereby agreed to all conditions, instructions, descriptions and specifications contained herein.
7. All materials included in the contract shall be in compliance with all Federal and State OSHA laws.
8. All applicable City, State, and Federal taxes and fees are to be included in the bid.
9. The only terms that will be honored are those terms included in general and special conditions and instructions, purchase order or other documents issued by the County.
10. In the event of any conflicts or ambiguities between these instructions and State or Federal laws, regulations or rules, then the latter shall prevail.
11. Only one bid will be accepted per vendor.
12. Bidders may electronically withdraw their bid at any time prior to the scheduled closing time for receipt of bids. No bidder may withdraw their bid after the time set for the opening.
13. All time limits stated are of the essence.
14. The County may make partial payments after a substantial portion of the merchandise has been delivered. On all items, a 10% retention will be withheld until all merchandise has been accepted.

## New Copiers

15. Brand names are used to establish a level of quality only. Any alternates must be approved five (5) days prior to the bid opening date, by the Buyer, who will have the sole right to make the determination. If an alternate is submitted without going through the above- described process, the County will have the sole right to decide whether or not an alternate is acceptable. Requests for approval of any alternates must be submitted as a question through the Purchasing website. Please contact the Buyer directly before submitting any samples.
16. Contractor shall comply with all laws and regulations governing nondiscrimination in employment, including the Americans with Disabilities Act of 1990, the Fair Employment and Housing Act (California Government Code §§ 12900, et seq.), and the applicable regulations promulgated thereunder (2 California Code of Regulations §§ 7285, et seq.).
  - 16.1. **Nondiscrimination:** The Contractor, with regard to the work performed by them during the Contract, shall not discriminate on the grounds of race, color or national origin or other legally protected criteria in employment or the selection and retention of subcontractors, including procurement of materials and leases of equipment. The Contractor shall not participate either directly or indirectly in the discrimination prohibited by Section 21.5 of the Regulations, including employment practices when the Contract covers a program set forth in Appendix B of the Regulation.
  - 16.2. **Solicitation for Subcontracts, Including Procurement of Materials and Equipment.** In all solicitation, either by competitive bidding or negotiation, made by the Contractor for work to be performed under a subcontract, including procurement of materials or leases of equipment, each potential subcontractor or supplier shall be notified by the Contractor of the Contractor's obligations under this Contract and the regulations relative to nondiscrimination on the grounds of race, color or national origin.
17. **Piggyback Clause:** Allow the CCPPA and other local Government agency to use pricing awarded from this bid to purchasing copiers and services directly from vendor awarded contract. The CCPPA is the local purchasing alliance, includes County of San Luis Obispo, Cal Poly University, City of San Luis Obispo, and Cal Trans District 5.



## New Copiers

**SPECIFICATIONS  
SPECIAL TERMS AND CONDITIONS****1. PURPOSE:**

The County of San Luis Obispo will acquire new COPIERS AND MAINTENANCE SERVICE to serve in heavy-duty use areas of the County. Bidders should understand multiple users and recycled paper are also conditions of use.

**2. SCOPE:**

The successful bidder is required to furnish, deliver and install the proposed equipment. Vendor shall provide a minimum of four (4) hours of orientation and training to department staff on all aspects of machine operation, maintenance and supply replenishment. On-going telephone support shall be included during the life of the equipment.

Installed machine shall be initially filled with all necessary supplies by the vendor at no cost to the County of San Luis Obispo. Machine shall be tested and any adjustment made, as per manufacturer's specifications, to ensure optimal performance of the equipment.

**3. MANUFACTURER'S AUTHORIZATION:**

Vendor must be officially authorized by the manufacturer of proposed equipment to sell and service the equipment offered. The County of San Luis Obispo may require written documentation from the manufacturer.

**4. MANUFACTURER'S LITERATURE/SPECIFICATION SHEETS:**

Vendor must provide current manufacturer's literature/specification sheets for all proposed machine models.

**5. SUPPLIES:**

Successful vendor shall only use OEM supplies and replacement parts in the equipment proposed.

**6. CUSTOMER SUPPORT SERVICES:**

Under the terms of this bid, the successful vendor agrees to provide on-going telephone support regarding the use of the equipment to using department staff and to purchasing staff. Vendor will provide contact person(s) names(s) and telephone number(s) for the telephone support, sales support, service support and field service technicians.

These contact person(s) will be technically trained employees. Contact person(s) shall also be trained in Customer Service and Customer Relations. The County may require documentation from vendor that support employee(s) are indeed qualified and have received the above-mentioned training.

**7. MAINTENANCE AND REPAIRS:**

The County of San Luis Obispo requires all bidders to have a local (in County) maintenance/service facility. This facility cannot be at a home residence.

**New Copiers**

Bids will not be accepted from vendors who do not meet this requirement. Bidders will be required to perform monthly inspections, cleanings and take meter readings.

Machines furnished will not be eligible for removal from maintenance coverage until after 7 years of life from the last date of manufacture, provided they have been operated at the recommended average number of copies per month. Vendor must provide manufactures notices of discontinuing the production of any model furnished hereunder. The equipment will require preventative maintenance and repairs. Maintenance coverage offered in each instance, is to be a full service maintenance contract including all toner, developer, fuser oil, drums, repair parts, labor and preventative maintenance service. **The only supply items not included are paper and staples.**

**Response time to a request for service shall be no more than 4 hours.** Failure to respond as required will cause the County to take a service credit and withhold that amount from invoices owed to the Vendor. The service credit shall be \$25.00 per hour for each hour after the 4th hour.

If during a repair call it is determined that a copier cannot be repaired in place within 48 hours of the time a repair call is placed, another copier of like size and features is to be supplied at no cost other than the per copy charge in effect at the time.

All repair technicians dispatched to repair County Copiers and Maintenance Service shall be fully aware of the conditions contained herein. Each qualified technician shall also be trained in Customer Service and Customer Relations. The County may require documentation from vendor that repair technicians have received such training.

**8. REPAIR CREDIT:**

The County will require per copy CREDIT for all copies made during the course of repair testing. The CREDIT must appear separately on monthly invoices.

**9. AWARD OF THIS BID:**

May be either of two methods (a) all to one vendor, or (b) any combination of items that is in the best interest of the County. The County reserves the right to determine the method of award once all bids have been opened and evaluated to achieve the lowest cost to the County. This bid will remain in effect for the entire term, from award through June 30, 2018. Prices to remain unchanged.

**All copiers may not be purchased immediately, and there is no guarantee that all specifications within this bid will be utilized. Copiers specified in this bid document may be upgraded or downgraded to other specifications within the bid.**

**No number of copiers to be purchased is guaranteed. Budget funding is indefinite.**

Trade-in copiers may be retained by the County should the value offered not be sufficient. Trade-in copiers may not necessarily go with the specification in which they are listed under.

Low bidder may be required to demonstrate all features, including options, for requesting departments before purchase.

## New Copiers

**10. ENERGY USAGE:**

All proposed copiers shall be **Energy Star compliant** per the State of California.

**11. TERMINATION FOR NON-APPROPRIATIONS:**

The County's obligation to pay any amounts due for those fiscal periods succeeding the current fiscal period are contingent upon legislative appropriation or approval of funds for that purpose. Therefore, the County may terminate this agreement with respect to no less than the entire term effective as of the end of any of its succeeding fiscal periods by giving sixty (60) days prior written notice of the termination and establishing a termination date.

All obligations of County to make payments due after the termination date will cease. Notwithstanding the foregoing, County agrees to (i) not to terminate this agreement under this provision if any funds are appropriated to perform the services of this agreement and (ii) that County will use its best efforts to obtain appropriation of the necessary funds to avoid termination of this agreement.

**12. SECURITY AGREEMENT:**

Vendor agrees to acknowledge in writing the County's Information Security Program Acceptable use Policy, attached at the end of this document. Devices placed within HIPAA compliant departments additionally may be required to complete a HIPAA Business Associate Agreement.

**Security Training**

Vendor agrees to provide training to departmental staff and local administrators on the use of onboard security functions to ensure that data contained, sent to or from, or replicated within the devices remain secure and accessible only by authorized staff.

**Fixed Storage Media / Hard Drive Requirements**

At the discretion of the department, Vendor agrees to either return to the County, destroy with certification of destruction, or clear/wipe all storage media of all County information prior to removal from County property. Should the department elect to clear/wipe the storage media, the County expects procedures equivalent to Secure Wipe, as described in the US Department of Defense standard "DoD 5220.22-M", to be followed for this purpose, and that the performance of this procedure be logged as a service procedure for future County reference. The cost to clear/wipe the storage media is itemized in the following Specifications.

All failed storage media will either be returned to the County for secure destruction or alternately, a certification of destruction may be provided to the County by the vendor in lieu of the media. (see IEEE-2600-2008 section 8.1.1.4)

All back-up and temporary replacement devices are subject to the same requirements as those permanently installed.

**IEEE Compliance Security Requirements<sup>1</sup>**

Vendor agrees to support the following subset of IEEE-2600-2008 standard which defines security requirements for manufacturers, users, and others on the selection, installation, configuration, and usage of hardcopy devices (HCDs) and systems including printers, copiers, and multifunction devices (MFDs), and the computer systems that support these devices.

**New Copiers**

The following excerpts are from IEEE-2600-2008 section 8.1. Each of the following entries is a further subsection, i.e., 1.1 below equates to 8.1.1.1.

- 1.1 Protecting HCD software from unauthorized modification: The HCD shall provide procedures to verify that the currently installed software in the HCD is consistent with the authorized, installed HCD software. (system check at startup, etc.)
- 1.2 User identification and authentication: The HCD shall identify and authenticate each user who tries to access HCD assets or execute HCD applications. (LDAP, Active Directory, etc. with valid credentials)
- 1.3 User authorization: The HCD shall ensure that users are authorized prior to permitting access to HCD assets and performance of HCD functions. The HCD shall also ensure that unauthorized users are not permitted to access HCD assets or execute HCD applications including installation or update of firmware, software, and applet. (granularity in profiles from Administrator to User)
- 1.4 Offline salvage of deleted or stored user document data: The HCD shall ensure that user documents that have been logically deleted or released after use cannot be recovered from nonvolatile storage devices that have been removed from the HCD. (data overwriting and/or wiping, encrypting)
- 1.5 Protecting user document data, user function data, HCD confidential data, protected data, and software in the HCD
  - 1.5.1 From disclosure: The HCD shall protect user document data and HCD confidential data from unauthorized disclosure when such data is in the HCD. (secure printing, multi-layer security, encryption, temp data is overwritten numerous times)
  - 1.5.2 From modification: The HCD shall protect user document data, user function data, HCD confidential data, HCD protected data, and software from unauthorized modification when such data is in the HCD. (user configurable access control, monitoring)
- 1.6 Protecting user document data, user function data, HCD confidential data, protected data, and software in transit
  - 1.6.1 From disclosure: The HCD shall protect user document data and HCD confidential data from unauthorized disclosure when such data is in transit to or from the HCD over a shared communications medium. (encrypt network traffic)
  - 1.6.2 From modification: The HCD shall protect user document data, user function data, HCD confidential data, HCD protected data, and software from unauthorized modification when such data is in transit to or from the HCD over a shared communications medium. (encrypt network traffic)
- 1.7 Administrator identification, authentication, and authorization: The HCD shall identify and authenticate each HCD administrator, and shall ensure that administrators are authorized prior to permitting access to HCD data assets and performance of administration functions on the HCD. (support for strong authentication, disable after three failed administrator attempts, etc.)
- 1.8 Monitoring of HCD events: The HCD shall create and maintain a log of HCD use and security-relevant events. (log user activity and usage-related activity, etc.)
- 1.9 HCD cannot be used as a proxy for malicious attacks: The HCD shall ensure that its shared communication media interfaces cannot be used as a proxy for or a source of malicious attacks on the external IT environment. (IP filtering, port management, etc.)

## New Copiers

- 1.10 HCD cannot be used as an unauthorized bridge from one interface to a shared communications media interface: If a shared communication interface (e.g., network connection) is present on the HCD, the HCD shall not permit users to establish a malicious connection to the external IT environment from any other interface. In addition, the HCD should not permit an unauthorized non-fax data connection to the HCD via the fax interface. (capability to disable the fax function, logical separation between the fax and LAN connections, fax data is encrypted and after use, data automatically erased)
- 1.11 Mitigation of denial of service: The HCD should protect assets during DoS attacks against the external HCD interfaces and should restore normal operation without requiring human intervention upon termination of such attacks. (services other than network-based should continue to operate and the network interface should recover in a timely manner) The undersigned agrees to:

Deliver F.O.B. (DEST) San Luis Obispo to various County departments, the Copiers and Maintenance Service itemized and in accordance with Specifications attached. All equipment to be new and unused of the latest model year, and all attachments shall be designated to be compatible with the model proposed.

All equipment and accessories shall comply with the applicable State and Federal Codes, Regulations and Requirements.

TERMS OF SALE Net 30 Days

DATE OF DELIVERY Upon Request

Authorized Official Name (Print) Tom Rizk

Authorized Official Title (Print) President

Signature \_\_\_\_\_

Firm Name Coastal Copy, Inc.

Address 3563 Sueldo Street, Suite F

City San Luis Obispo State CA Zip Code 93401

Telephone (805) 541-6482 FAX (805) 549-7584

Federal Taxpayer ID# 81-1045110

☐ Individual/Sole Proprietor ☒ Corporation ☐ Partnership ☐ Other

BIDS MUST BE RECEIVED BY PUBLIC PURCHASE BY 3:00 P.M., JANUARY 10, 2017  
Bid #**3764-16**



County of San Luis Obispo  
**GENERAL SERVICES**  
Will Clemens, Director

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**INVITATION TO BID #3764-16**  
**New Copiers**

December 8, 2016

The County of San Luis Obispo is currently soliciting bids for the purchase order new copiers for an 18 month period as noted.

Each bid shall specify each and every item as set forth in the attached specifications. Any and all exceptions must be clearly stated in a separate document and uploaded with your bid response. Failure to set forth any item in the specifications shall be grounds for rejection. The County of San Luis Obispo reserves the right to reject all bids and to waive any informalities.

This Bid is posted on the County's Purchasing website at:  
[http://www.slocounty.ca.gov/GS/Purchasing/Current\\_Formal\\_Bids\\_and\\_Proposals.htm](http://www.slocounty.ca.gov/GS/Purchasing/Current_Formal_Bids_and_Proposals.htm)

Any changes, additions, or deletions to this Bid will be in the form of written addenda issued by the County. Any addenda will be posted on the website. Prospective bidders must check the website for addenda or other relevant new information during the response period. The County is not responsible for the failure of any prospective bidder to receive such addenda. All addenda so issued shall become a part of this Bid.

Bids and Spreadsheet must be submitted electronically through the County's purchasing website. They must be received no later than 3:00 p.m. January 10, 2017.

All questions pertaining to the content of this Invitation to Bid must be made in writing through the Purchasing website. All questions will receive a response within five (5) business days. Questions and responses will be posted (anonymously) on the Purchasing website and can be viewed by accessing the Invitation to Bid located at the Purchasing website. The County reserves the right to determine the appropriateness of comments / questions that will be posted on the website.

Any and all comments and suggestions are sincerely encouraged prior to the bid opening. If you have any questions about the Bid process, please contact the Buyer directly.

Justin Hansen  
Buyer – CS - Purchasing  
[jdhansen@co.slo.ca.us](mailto:jdhansen@co.slo.ca.us)



## New Copiers

**TO: ALL PROSPECTIVE BIDDERS****SUBJECT: LOCAL BIDDERS PREFERENCE**

The County of San Luis Obispo has established a local vendor preference. All informal and formal bids for contracts will be evaluated with a 5% preference for local vendors. Note the following exceptions:

1. Those contracts which State Law requires be awarded to the lowest responsible bidder.
2. Public works construction projects.

A "local" vendor will be approved as such when, 1) It conducts business in an office with a physical location within the County of San Luis Obispo; 2) It holds a valid business license issued by the County or a city within the County; and 3) Business has been conducted in such a manner for not less than six (6) months prior to being able to receive the preference.

As of March 3, 1994 individual County Buyers evaluate bids considering the local vendor preference described above. The burden of proof will lie with bidders relative to verification of "local" vendor preference. Should any questions arise, please contact a buyer at (805) 781-5200. All prospective bidders are encouraged to quote the lowest prices at which you can furnish the items or services listed in County bids.

	YES	NO
Do you claim local vendor preference?	X	
Do you conduct business in an office with a physical location within the County of San Luis Obispo?	X	
Business Address: 3563 Sueldo Street, Suite F, San Luis Obispo, CA 93401 (former address 243 Granada Drive, San Luis Obispo, CA 93401)		
Years at this Address: 1 Year (former address 15 years)		
Does your business hold a valid business license issued by the County or a City within the County?	X	
Name of Local Agency which issued license: City of San Luis Obispo		

Business Name: Coastal Copy, Inc.

Authorized Individual: Tom Rizk Title: President

Signature:  Dated: 01/06/2017

## New Copiers

**TO: ALL PROSPECTIVE BIDDERS****SUBJECT: POLICY ON PURCHASING PRODUCTS MADE WITH OR CONTAINING  
CHLOROFLUOROCARBONS (CFC's)**Summary

Many products contain chlorofluorocarbons (CFC's), a known depleter of ozone in the atmosphere. Under the U.S. Clean Air Act and the Montreal Protocol on Substances that Deplete the Ozone Layer, CFC production for use in industrialized nations is to be totally phased out by January 1, 1996. There are still many products on the market that contain CFC's or are made with CFC's. The Department of General Services, purchasing staff must identify products made with or containing CFC's and purchase alternative products whenever practical and possible.

Policy

To this end, it shall be the policy of the County of San Luis Obispo that all bidders, who wish to do business with the County are required to identify all products that contain CFC's or use CFC's in the manufacturing or shipping processes. Bidders are required to identify alternative products that do not use CFC's, for possible purchase by the County.

Bidder Response

	YES	NO
Do any products offered herein contain CFC's or use CFC's in the manufacturing or shipping process?		No
If yes, please offer an alternative product by copying bid forms and submitting an alternate bid. Will you offer an alternate?		
Please provide any other information that may be helpful to the County. Attachments are acceptable.		

Bidder: Coastal Copy, Inc



**GENERAL CONDITIONS AND INSTRUCTIONS**

1. All bids submitted by Seller to Purchaser shall be submitted through the County's Purchasing website in accordance with the instructions contained herein.
2. The issuance of this bid request creates no obligation on the part of the County and the County reserves the unconditional right at its option to either reject all bids or waive any irregularities or informalities therein.
3. All prices must be firm for 45 days from the date of the bid opening and be inclusive. Upon award, prices will be in effect for the term of the contract.
4. If you offer any prompt payment discounts, please indicate this in the "General Comments for the Agency" section when responding to the bid through the Purchasing website.
5. Award will be made to the lowest responsible bidder.
6. Responding to this Bid will be interpreted to mean that the bidder has thereby agreed to all conditions, instructions, descriptions and specifications contained herein.
7. All materials included in the contract shall be in compliance with all Federal and State OSHA laws.
8. All applicable City, State, and Federal taxes and fees are to be included in the bid.
9. The only terms that will be honored are those terms included in general and special conditions and instructions, purchase order or other documents issued by the County.
10. In the event of any conflicts or ambiguities between these instructions and State or Federal laws, regulations or rules, then the latter shall prevail.
11. Only one bid will be accepted per vendor.
12. Bidders may electronically withdraw their bid at any time prior to the scheduled closing time for receipt of bids. No bidder may withdraw their bid after the time set for the opening.
13. All time limits stated are of the essence.
14. The County may make partial payments after a substantial portion of the merchandise has been delivered. On all items, a 10% retention will be withheld until all merchandise has been accepted.

## New Copiers

15. Brand names are used to establish a level of quality only. Any alternates must be approved five (5) days prior to the bid opening date, by the Buyer, who will have the sole right to make the determination. If an alternate is submitted without going through the above- described process, the County will have the sole right to decide whether or not an alternate is acceptable. Requests for approval of any alternates must be submitted as a question through the Purchasing website. Please contact the Buyer directly before submitting any samples.
16. Contractor shall comply with all laws and regulations governing nondiscrimination in employment, including the Americans with Disabilities Act of 1990, the Fair Employment and Housing Act (California Government Code §§ 12900, et seq.), and the applicable regulations promulgated thereunder (2 California Code of Regulations §§ 7285, et seq.).
  - 16.1. **Nondiscrimination:** The Contractor, with regard to the work performed by them during the Contract, shall not discriminate on the grounds of race, color or national origin or other legally protected criteria in employment or the selection and retention of subcontractors, including procurement of materials and leases of equipment. The Contractor shall not participate either directly or indirectly in the discrimination prohibited by Section 21.5 of the Regulations, including employment practices when the Contract covers a program set forth in Appendix B of the Regulation.
  - 16.2. **Solicitation for Subcontracts, Including Procurement of Materials and Equipment.** In all solicitation, either by competitive bidding or negotiation, made by the Contractor for work to be performed under a subcontract, including procurement of materials or leases of equipment, each potential subcontractor or supplier shall be notified by the Contractor of the Contractor's obligations under this Contract and the regulations relative to nondiscrimination on the grounds of race, color or national origin.
17. **Piggyback Clause:** Allow the CCPA and other local Government agency to use pricing awarded from this bid to purchasing copiers and services directly from vendor awarded contract. The CCPA is the local purchasing alliance, includes County of San Luis Obispo, Cal Poly University, City of San Luis Obispo, and Cal Trans District 5.



**SPECIFICATIONS  
SPECIAL TERMS AND CONDITIONS**

**1. PURPOSE:**

The County of San Luis Obispo will acquire new COPIERS AND MAINTENANCE SERVICE to serve in heavy-duty use areas of the County. Bidders should understand multiple users and recycled paper are also conditions of use.

**2. SCOPE:**

The successful bidder is required to furnish, deliver and install the proposed equipment. Vendor shall provide a minimum of four (4) hours of orientation and training to department staff on all aspects of machine operation, maintenance and supply replenishment. On-going telephone support shall be included during the life of the equipment.

Installed machine shall be initially filled with all necessary supplies by the vendor at no cost to the County of San Luis Obispo. Machine shall be tested and any adjustment made, as per manufacturer's specifications, to ensure optimal performance of the equipment.

**3. MANUFACTURER'S AUTHORIZATION:**

Vendor must be officially authorized by the manufacturer of proposed equipment to sell and service the equipment offered. The County of San Luis Obispo may require written documentation from the manufacturer.

**4. MANUFACTURER'S LITERATURE/SPECIFICATION SHEETS:**

Vendor must provide current manufacturer's literature/specification sheets for all proposed machine models.

**5. SUPPLIES:**

Successful vendor shall only use OEM supplies and replacement parts in the equipment proposed.

**6. CUSTOMER SUPPORT SERVICES:**

Under the terms of this bid, the successful vendor agrees to provide on-going telephone support regarding the use of the equipment to using department staff and to purchasing staff. Vendor will provide contact person(s) names(s) and telephone number(s) for the telephone support, sales support, service support and field service technicians.

These contact person(s) will be technically trained employees. Contact person(s) shall also be trained in Customer Service and Customer Relations. The County may require documentation from vendor that support employee(s) are indeed qualified and have received the above-mentioned training.

**7. MAINTENANCE AND REPAIRS:**

The County of San Luis Obispo requires all bidders to have a local (in County) maintenance/service facility. This facility cannot be at a home residence.

Bids will not be accepted from vendors who do not meet this requirement. Bidders will be required to perform monthly inspections, cleanings and take meter readings.

Machines furnished will not be eligible for removal from maintenance coverage until after 7 years of life from the last date of manufacture, provided they have been operated at the recommended average number of copies per month. Vendor must provide manufactures notices of discontinuing the production of any model furnished hereunder. The equipment will require preventative maintenance and repairs. Maintenance coverage offered in each instance, is to be a full service maintenance contract including all toner, developer, fuser oil, drums, repair parts, labor and preventative maintenance service. **The only supply items not included are paper and staples.**

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## New Copiers

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Vendor agrees to acknowledge in writing the County's Information Security Program Acceptable use Policy, attached at the end of this document. Devices placed within HIPAA compliant departments additionally may be required to complete a HIPAA Business Associate Agreement.

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Vendor agrees to provide training to departmental staff and local administrators on the use of onboard security functions to ensure that data contained, sent to or from, or replicated within the devices remain secure and accessible only by authorized staff.

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All failed storage media will either be returned to the County for secure destruction or alternately, a certification of destruction may be provided to the County by the vendor in lieu of the media. (see IEEE-2600-2008 section 8.1.1.4)

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## New Copiers

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## New Copiers

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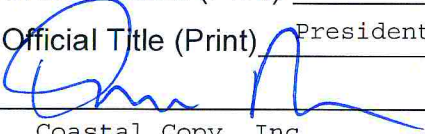
All equipment and accessories shall comply with the applicable State and Federal Codes, Regulations and Requirements.

TERMS OF SALE Net 30 Days

DATE OF DELIVERY Upon Request

Authorized Official Name (Print) Tom Rizk

Authorized Official Title (Print) President

Signature 

Firm Name Coastal Copy, Inc.

Address 3563 Sueldo Street, Suite F

City San Luis Obispo State CA Zip Code 93401

Telephone (805) 541-6482 FAX (805) 549-7584

Federal Taxpayer ID# 81-1045110

☐ Individual/Sole Proprietor ☒ Corporation ☐ Partnership ☐ Other

BIDS MUST BE RECEIVED BY PUBLIC PURCHASE BY 3:00 P.M., JANUARY 10, 2017  
Bid #**3764-16**

# Exhibit B

## Specification 1

Vendor: **Coastal Copy, Inc.**

Monthly Volume 5,000

### Features

Copies per Min	30	
Print/Color Scan System	yes	BW Print / BW & Color Scan
Dual Scan Doc Processor	yes	
Drawer Capacity	4,100 sheets	
Finisher/Staple	yes	
Does 11 x 17	yes	

Make and Model Kyocera TASKalfa 3011i, 30 cpm system ( 2GB RAM, 8GB SSD, 320GB HDD)  
 Equipped with 270 sheet single pass dual scan doc feeder (DP-7110)  
 2 x 500 sheet paper drawers up to 5.5" x 8.5" to 11" x 17"  
 2 x 1,500 8.5" x 11 paper drawers (PF-810)  
 100 sheet multipurpose (bypass) paper tray up to 11" x 17"  
 1,000 sheet multposition 50-sheet stapler/finisher (DF-7120)

Capacity per month 125,000

Delivered Prices 3,132.86

8% Sales Tax 250.63

Total **\$3,383.49**

	Price
Optional Features cost	
PH-7A 2/3 hole punch unit for DF-7120 Stapler/Finisher	\$251.25
Fax Capability	\$866.25
Secure Wipe Software -Data Security Kit E	\$435.00
DF-791 3,000 sheet multi-position stapler/finisher substitution	\$360.00
PH-7A 2/3 hole punch unit for DF-791 Stapler/Finisher	\$251.25
MT-730 7-Bin Mailbox for DF-791	\$375.00
OCR Scanning - Scan Extension Kit (A)	\$450.00

	Price per copy
Maintenance Cost	
Year 1	0.0059
Year 2	0.0059
Year 3	0.0059
Year 4	0.0059
Year 5	0.0059
Year 6	0.0059
Year 7	0.0059



**Specification 2**Vendor: **Coastal Copy, Inc.**

Monthly Volume 20,000

**Features**

Copies per Min	30	
Print/Color Scan System	yes	BW Print / BW & Color Scan
Dual Scan Doc Processor	yes	
Drawer Capacity	4,100 sheets	
Finisher/Staple	yes	
Does 11 x 17	yes	

Make and Model Kyocera TASKalfa 3011i, 30 cpm system ( 2GB RAM, 8GB SSD, 320GB HDD)

Equipped with  
270 sheet single pass dual scan doc feeder (DP-7110)  
2 x 500 sheet paper drawers up to 5.5" x 8.5" to 11" x 17"  
2 x 1,500 8.5" x 11 paper drawers (PF-810)  
100 sheet multipurpose (bypass) paper tray up to 11" x 17"  
1,000 sheet multposition 50-sheet stapler/finisher (DF-7120)

Capacity per month 125,000

Delivered Prices 3,132.86

8% Sales Tax 250.63

Total **\$3,383.49**

	Price
Optional Features cost	
PH-7A 2/3 hole punch unit for DF-7120 Stapler/Finisher	\$251.25
Fax Capability	\$866.25
Secure Wipe Software -Data Security Kit E	\$435.00
DF-791 3,000 sheet multi-position stapler/finisher substitution	\$937.50
PH-7A 2/3 hole punch unit for DF-791 Stapler/Finisher	\$251.25
MT-730 7-Bin Mailbox for DF-791	\$375.00
OCR Scanning - Scan Extension Kit (A)	\$450.00

	Price per copy
Maintenance Cost	
Year 1	\$0.0059
Year 2	\$0.0059
Year 3	\$0.0059
Year 4	\$0.0059
Year 5	\$0.0059
Year 6	\$0.0059
Year 7	\$0.0059

**Specification 3**Vendor: **Coastal Copy, Inc.**

Monthly Volume 5,000

**Features**

Copies per Min	40	
Print/Color Scan System	yes	BW Print / BW & Color Scan
Dual Scan Doc Processor	yes	
Drawer Capacity	4,150 sheets	
Finisher/Staple	yes	
Does 11 x 17	yes	

Make and Model Kyocera TASKalfa 4002i, 40 cpm system ( 4GB RAM, 8GB SSD, 320GB HDD)

Equipped with  
270 sheet single pass dual scan doc feeder (DP-7110)  
1 x 500 sheet paper drawers up to 5.5" x 8.5" to 8.5 x 14"  
1 x 500 sheet paper drawers up to 5.5" x 8.5" to 12" x 18"  
2 x 1,500 8.5" x 11 paper drawers (PF-7110)  
150 sheet multipurpose (bypass) paper tray up to 12" x 48"  
1,000 sheet multiposition 50-sheet stapler/finisher (DF-7120)

Capacity per month 175,000

Delivered Prices 3,622.51

8% Sales Tax 289.80

Total **\$3,912.31**

	Price
Optional Features cost	
PH-7A 2/3 hole punch unit for DF-7120 Stapler/Finisher	\$251.25
Fax Capability	\$866.25
Secure Wipe Software -Data Security Kit E	\$435.00
PF-7110 3,000 sheet side large capacity tray - 8.5" x 11"	\$532.50
DF-7110 4,000 sheet multi-position stapler/finisher substitution	\$360.00
PH-7A 2/3 hole punch unit for DF-7110 Stapler/Finisher	\$251.25
BF-730 Booklet and Trifolding unit for DF-7110	\$562.50
MT-730 7-Bin Mailbox	\$375.00
OCR Scanning - Scan Extension Kit (A)	\$450.00

	Price per Copy
Maintenance Cost	
Year 1	\$0.0059
Year 2	\$0.0059
Year 3	\$0.0059
Year 4	\$0.0059
Year 5	\$0.0059
Year 6	\$0.0059
Year 7	\$0.0059

## Specification 4

Monthly Volume 20,000

### Features

Copies per Min	40	
Print/Color Scan System	yes	BW Print / BW & Color Scan
Dual Scan Doc Processor	yes	
Drawer Capacity	4,150 sheets	
Finisher/Staple	yes	
Does 11 x 17	yes	

Make and Model Kyocera TASKalfa 4002i, 40 cpm system ( 4GB RAM, 8GB SSD, 320GB HDD)

Equipped with  
 270 sheet single pass dual scan doc feeder (DP-7110)  
 1 x 500 sheet paper drawers up to 5.5" x 8.5" to 8.5 x 14"  
 1 x 500 sheet paper drawers up to 5.5" x 8.5" to 12" x 18"  
 2 x 1,500 8.5" x 11 paper drawers (PF-7110)  
 150 sheet multipurpose (bypass) paper tray up to 12" x 48"  
 1,000 sheet multiposition 50-sheet stapler/finisher (DF-7120)

Capacity per month 175,000

Delivered Prices 3,622.51

8% Sales Tax 289.80

Total **\$3,912.31**

	Price
Optional Features cost	
PH-7A 2/3 hole punch unit for DF-7120 Stapler/Finisher	\$251.25
Fax Capability	\$866.25
Secure Wipe Software -Data Security Kit E	\$435.00
PF-7110 3,000 sheet side large capacity tray - 8.5" x 11"	\$532.50
DF-7110 4,000 sheet multi-position stapler/finisher substitution	\$360.00
PH-7A 2/3 hole punch unit for DF-7110 Stapler/Finisher	\$251.25
BF-730 Booklet and Trifolding unit for DF-7110	\$562.50
MT-730 7-Bin Mailbox	\$375.00
OCR Scanning - Scan Extension Kit (A)	\$450.00
Upgrade to 50 ppm system - TASKalfa 5002i	\$317.38
Upgrade to 60 ppm system - TASKalfa 6002i	\$743.38
Upgrade to 70 ppm system - TASKalfa 7002i	\$2,555.83
Upgrade to 80 ppm system - TASKalfa 8002i	\$3,993.53

	Price per Copy
Maintenance Cost	
Year 1	\$0.0059
Year 2	\$0.0059
Year 3	\$0.0059
Year 4	\$0.0059
Year 5	\$0.0059
Year 6	\$0.0059
Year 7	\$0.0059

## Specification 5

### COLOR COPIER

Monthly Volume 20,000

#### Features

Copies per Min	50	
Print/Color Scan System	yes	BW & Color Print / BW & Color Scan
Dual Scan Doc Processor	yes	
Drawer Capacity	4,150 sheets	
Finisher/Staple	yes	
Does 11 x 17	yes	

Make and Model Kyocera TASKalfa 5052ci, 50 cpm system ( 4GB RAM, 8GB SSD, 320GB HDD)

Equipped with  
 270 sheet single pass dual scan doc feeder (DP-7110)  
 1 x 500 sheet paper drawers up to 5.5" x 8.5" to 8.5 x 14"  
 1 x 500 sheet paper drawers up to 5.5" x 8.5" to 12" x 18"  
 2 x 1,500 8.5" x 11 paper drawers (PF-7110)  
 150 sheet multipurpose (bypass) paper tray up to 12" x 48"  
 1,000 sheet multposition 50-sheet stapler/finisher (DF-7120)

Capacity per month 225,000

Delivered Prices 5,400.15

8% Sales Tax 432.01

Total \$5,832.16

	Price
Optional Features cost	
PH-7A 2/3 hole punch unit for DF-7120 Stapler/Finisher	\$251.25
Fax Capability	\$866.25
Secure Wipe Software -Data Security Kit E	\$435.00
PF-7110 3,000 sheet side large capacity tray - 8.5" x 11"	\$532.50
DF-7110 4,000 sheet multi-position stapler/finisher substitution	\$360.00
PH-7A 2/3 hole punch unit for DF-7110 Stapler/Finisher	\$251.25
BF-730 Booklet and Trifolding unit for DF-7110	\$562.50
MT-730 7-Bin Mailbox	\$375.00
OCR Scanning - Scan Extension Kit (A)	\$450.00

	Price per Copy	
	Black & White	Color
Maintenance Cost	Year 1	\$0.0059
	Year 2	\$0.0059
	Year 3	\$0.0059
	Year 4	\$0.0059
	Year 5	\$0.0059
	Year 6	\$0.0059
	Year 7	\$0.0059
	Year 1	\$0.0590
	Year 2	\$0.0590
	Year 3	\$0.0590
	Year 4	\$0.0590
	Year 5	\$0.0590
	Year 6	\$0.0590
	Year 7	\$0.0590

**Specification 6****COLOR COPIER**

Monthly Volume 20,000

**Features**

Copies per Min	60	BW & Color Print / BW & Color Scan
Print/Color Scan System	yes	
Dual Scan Doc Processor	yes	
Drawer Capacity	4,150 sheets	
Finisher/Staple	yes	
Does 11 x 17	yes	

Make and Model Kyocera TASKalfa 6052ci, 60 BW cpm system ( 4GB RAM, 8GB SSD, 320GB HDD)

Equipped with 270 sheet single pass dual scan doc feeder (DP-7110)  
1 x 500 sheet paper drawers up to 5.5" x 8.5" to 8.5 x 14"  
1 x 500 sheet paper drawers up to 5.5" x 8.5" to 12" x 18"  
2 x 1,500 8.5" x 11 paper drawers (PF-7110)  
150 sheet multipurpose (bypass) paper tray up to 12" x 48"  
1,000 sheet multposition 50-sheet stapler/finisher (DF-7120)

Capacity per month 250,000

Delivered Prices 6,443.55

8% Sales Tax 515.48

Total \$6,959.03

	Price
Optional Features cost	
PH-7A 2/3 hole punch unit for DF-7120 Stapler/Finisher	\$251.25
Fax Capability	\$866.25
Secure Wipe Software -Data Security Kit E	\$435.00
PF-7110 3,000 sheet side large capacity tray - 8.5" x 11"	\$532.50
DF-7110 4,000 sheet multi-position stapler/finisher substitution	\$360.00
PH-7A 2/3 hole punch unit for DF-7110 Stapler/Finisher	\$251.25
BF-730 Booklet and Trifolding unit for DF-7110	\$562.50
MT-730 7-Bin Mailbox	\$375.00
OCR Scanning - Scan Extension Kit (A)	\$450.00
Upgrade to 70 ppm system - TASKalfa 7002i	\$2,095.50
Upgrade to 80 ppm system - TASKalfa 8002i	\$3,626.70

Maintenance Cost	Price per Copy	
	Black & White	Color
Year 1	\$0.0059	\$0.0590
Year 2	\$0.0059	\$0.0590
Year 3	\$0.0059	\$0.0590
Year 4	\$0.0059	\$0.0590
Year 5	\$0.0059	\$0.0590
Year 6	\$0.0059	\$0.0590
Year 7	\$0.0059	\$0.0590

**Specification 7****COLOR COPIER**

Monthly Volume 2,500 copies, 2,000/black/white – 500/color copies

**Features**

Copies per Min	30	BW & Color Print / BW & Color Scan
Print/Color Scan System	yes	
Dual Scan Doc Processor	yes	
Drawer Capacity	4,150 sheets	
Finisher/Staple	yes	
Does 11 x 17	yes	

Make and Model Kyocera TASKalfa 3552ci, 35 cpm system ( 4GB RAM, 8GB SSD, 320GB HDD)

Equipped with  
270 sheet single pass dual scan doc feeder (DP-7110)  
1 x 500 sheet paper drawers up to 5.5" x 8.5" to 8.5 x 14"  
1 x 500 sheet paper drawers up to 5.5" x 8.5" to 12" x 18"  
2 x 1,500 8.5" x 11 paper drawers (PF-7110)  
150 sheet multipurpose (bypass) paper tray up to 12" x 48"  
1,000 sheet multiposition 50-sheet stapler/finisher (DF-7120)

Capacity per month 175,000

Delivered Prices 4,882.89

8% Sales Tax 390.63

Total \$5,273.52

	Price
Optional Features cost	
PH-7A 2/3 hole punch unit for DF-7120 Stapler/Finisher	\$251.25
Fax Capability	\$866.25
Secure Wipe Software -Data Security Kit E	\$435.00
PF-7110 3,000 sheet side large capacity tray - 8.5" x 11"	\$532.50
DF-7110 4,000 sheet multi-position stapler/finisher substitution	\$360.00
PH-7A 2/3 hole punch unit for DF-7110 Stapler/Finisher	\$251.25
BF-730 Booklet and Trifolding unit for DF-7110	\$562.50
MT-730 7-Bin Mailbox	\$375.00
OCR Scanning - Scan Extension Kit (A)	\$450.00
Upgrade to 40 ppm system - TASKalfa 4052ci	\$313.20

		Price per Copy				
Maintenance Cost	Black & White				Color	
	Year 1	\$0.0059			Year 1	\$0.0590
	Year 2	\$0.0059			Year 2	\$0.0590
	Year 3	\$0.0059			Year 3	\$0.0590
	Year 4	\$0.0059			Year 4	\$0.0590
	Year 5	\$0.0059			Year 5	\$0.0590
	Year 6	\$0.0059			Year 6	\$0.0590
	Year 7	\$0.0059			Year 7	\$0.0590

**Specification 8****COLOR COPIER**

Monthly Volume 20,800 copies, 20,000/black/white – 800/color copies

**Features**

Copies per Min	30	BW & Color Print / BW & Color Scan
Print/Color Scan System	yes	
Dual Scan Doc Processor	yes	
Drawer Capacity	4,150 sheets	
Finisher/Staple	yes	
Does 11 x 17	yes	

Make and Model Kyocera TASKalfa 3552ci, 35 cpm system ( 4GB RAM, 8GB SSD, 320GB HDD)

Equipped with 270 sheet single pass dual scan doc feeder (DP-7110)  
1 x 500 sheet paper drawers up to 5.5" x 8.5" to 8.5 x 14"  
1 x 500 sheet paper drawers up to 5.5" x 8.5" to 12" x 18"  
2 x 1,500 8.5" x 11 paper drawers (PF-7110)  
150 sheet multipurpose (bypass) paper tray up to 12" x 48"  
1,000 sheet multiposition 50-sheet stapler/finisher (DF-7120)

Capacity per month 175,000

Delivered Prices 4,882.89

8% Sales Tax 390.63

Total \$5,273.52

	Price
Optional Features cost	
PH-7A 2/3 hole punch unit for DF-7120 Stapler/Finisher	\$251.25
Fax Capability	\$866.25
Secure Wipe Software -Data Security Kit E	\$435.00
PF-7110 3,000 sheet side large capacity tray - 8.5" x 11"	\$532.50
DF-7110 4,000 sheet multi-position stapler/finisher substitution	\$360.00
PH-7A 2/3 hole punch unit for DF-7110 Stapler/Finisher	\$251.25
BF-730 Booklet and Trifolding unit for DF-7110	\$562.50
MT-730 7-Bin Mailbox	\$375.00
OCR Scanning - Scan Extension Kit (A)	\$450.00
Upgrade to 40 ppm system - TASKalfa 4052ci	\$313.20

**Price per Copy**

Maintenance Cost	Black & White		Color	
	Year	Price	Year	Price
	Year 1	\$0.0059	Year 1	\$0.0590
	Year 2	\$0.0059	Year 2	\$0.0590
	Year 3	\$0.0059	Year 3	\$0.0590
	Year 4	\$0.0059	Year 4	\$0.0590
	Year 5	\$0.0059	Year 5	\$0.0590
	Year 6	\$0.0059	Year 6	\$0.0590
	Year 7	\$0.0059	Year 7	\$0.0590

General Specification 1		A lower volume model as fully featured as possible for a total not to exceed \$ 2,500.00, Including Tax	
Under \$ 2,500 unit			
Features			
Copies per Min	30		
Print/Color Scan System	yes		
Dual Scan Doc Processor	yes		
Drawer Capacity	1,100 sheets		
Finisher/Staple	no		
Does 11 x 17	yes		
Make and Model	Kyocera TASKalfa 3011i, 30 cpm system ( 2GB RAM, 8GB SSD, 320GB HDD)		
Equipped with	270 sheet single pass dual scan doc feeder (DP-7110) 2 x 500 sheet paper drawers up to 5.5" x 8.5" to 11" x 17" 2 x 1,500 8.5" x 11 paper drawers (PF-810) 100 sheet multipurpose (bypass) paper tray up to 11" x 17"		
Capacity per month	125,000		
Delivered Prices	2,313.89		
8% Sales Tax	185.11		
Total	\$2,499.00		
Maintenance Cost	Black & White		
	Year 1	\$0.0059	
	Year 2	\$0.0059	
	Year 3	\$0.0059	
	Year 4	\$0.0059	
	Year 5	\$0.0059	
	Year 6	\$0.0059	
	Year 7	\$0.0059	



**General Specification 2**

A lower volume model as fully featured as possible for a total not to exceed \$ 5,000.00, Including Tax

**Under \$ 5,000 unit****Features**

Copies per Min	25
Print/Color Scan System	yes
Dual Scan Doc Processor	yes
Drawer Capacity	4,150 sheets
Finisher/Staple	yes
Does 11 x 17	yes

BW & Color Print / BW & Color Scan

Make and Model Kyocera TASKalfa 2552ci, 25 cpm system ( 4GB RAM, 320GB HDD)  
Equipped with 270 sheet single pass dual scan doc feeder (DP-7110)  
1 x 500 sheet paper drawers up to 5.5" x 8.5" to 8.5 x 14"  
1 x 500 sheet paper drawers up to 5.5" x 8.5" to 12" x 18"  
2 x 1,500 8.5" x 11 paper drawers (PF-7110)  
150 sheet multipurpose (bypass) paper tray up to 12" x 48"  
1,000 sheet multiposition 50-sheet stapler/finisher (DF-7120)  
Fax Capability

Capacity per month	100,000
Delivered Prices	4,628.71
8% Sales Tax	370.30
Total	\$4,999.00

	Price
Optional Features cost	
PH-7A 2/3 hole punch unit for DF-7120 Stapler/Finisher	\$251.25
Secure Wipe Software -Data Security Kit E	\$435.00
PF-7110 3,000 sheet side large capacity tray - 8.5" x 11"	\$532.50
DF-7110 4,000 sheet multi-position stapler/finisher substitution	\$360.00
PH-7A 2/3 hole punch unit for DF-7110 Stapler/Finisher	\$251.25
BF-730 Booklet and Trifolding unit for DF-7110	\$562.50
MT-730 7-Bin Mailbox	\$375.00
OCR Scanning - Scan Extension Kit (A)	\$450.00

Maintenance Cost	Black & White		Color	
	Year	Cost	Year	Cost
	Year 1	\$0.0059	Year 1	\$0.0590
	Year 2	\$0.0059	Year 2	\$0.0590
	Year 3	\$0.0059	Year 3	\$0.0590
	Year 4	\$0.0059	Year 4	\$0.0590
	Year 5	\$0.0059	Year 5	\$0.0590
	Year 6	\$0.0059	Year 6	\$0.0590
	Year 7	\$0.0059	Year 7	\$0.0590

# Lifetime Cost Summary

	Acquisition	BW Vol/Mo	BW Cost/7Yr	Color Vol/Mo	Color Cost/7Yr	Lifetime Cost
Specifications 1	\$3,383.49	5,000	\$2,478.00	N/A	\$0.00	\$5,861.49
Specifications 2	\$3,383.49	20,000	\$9,912.00	N/A	\$0.00	\$13,295.49
Specifications 3	\$3,912.31	5,000	\$2,478.00	N/A	\$0.00	\$6,390.31
Specifications 4	\$3,912.31	20,000	\$9,912.00	N/A	\$0.00	\$13,824.31
Specifications 5	\$5,832.16	20,000	\$9,912.00	unknown	\$0.00	\$15,744.16
Specifications 6	\$6,959.03	20,000	\$9,912.00	unknown	\$0.00	\$16,871.03
Specifications 7	\$5,273.52	2,000	\$991.20	500	\$2,478.00	\$8,742.72
Specifications 8	\$5,273.52	20000	\$9,912.00	800	\$3,964.80	\$19,150.32
Grand Total...						\$99,879.84

# EXHIBIT C



## FRESNO COUNTY fy2018/2019 NEW CONTRACT PRICING KYOCERA PRINTERS/MFPS

Prices effective with start of new contract estimated January 2019

Standard Contract B/W MFPS Highlighted in Red

Model	Description	CASH	60 MO RENT	CPP BW/COLOR
<b>A3 TASKALFA COLOR MFPS UP TO 12 X 18</b>				
TASKalfa 2552ci	25/25 PPM A3 Color MFP	\$2,783.00	\$69.58	0.0089/0.055
TASKalfa 3252ci	32/32 PPM A3 Color MFP	\$3,228.00	\$80.70	.0089/.055
TASKalfa 3552ci	35/35 PPM A3 Color MFP	\$4,128.00	\$103.20	.0089/.055
TASKalfa 4052ci	40/40 PPM A3 Color MFP	\$4,328.00	\$108.20	.0089/.055
TASKalfa 5052ci	50/50 PPM A3 Color MFP	\$4,528.00	\$113.20	.0089/.055
TASKalfa 6052ci	60/55 PPM A3 Color MFP	\$6,028.00	\$150.70	.0089/.055
<b>A3 TASKALFA B/W MFPS UP TO 12 X 18</b>				
TASKalfa 4002i	40 PPM A3 B&W MFP	\$2,007.00	\$50.18	\$0.0029
TASKalfa 5002i	50 PPM A3 B&W MFP	\$2,281.00	\$57.03	\$0.0029
TASKalfa 6002i	60 PPM A3 B&W MFP	\$2,593.00	\$64.83	\$0.0029
<b>ACCESSORIES/OPTIONS FOR ALL TASKALFA MODELS B/W &amp; COLOR</b>				
DP-7100	140 Sheet Reversing Automatic Document Processor	\$467.00	\$11.68	
DP-7110	270 Sheet Dual Scan Document Processor	\$717.00	\$17.93	
DF-7100 (Inner)	500 Sheet Internal Finisher	\$495.00	\$12.38	
DF-7120 (1000)	1,000 Sheet Finisher	\$595.00	\$14.88	
PH-7100	Punch Unit for DF-7100	\$402.00	\$10.05	
PH-7A	Punch Unit for DF-7120/7110	\$402.00	\$10.05	
DF-7110 (4,000)	4,000 Sheet Finisher	\$920.00	\$23.00	
MT-730(B)	7 Bin Mailbox for DF-7110	\$395.00	\$9.88	
BF-730	Booklet and Tri Folding Unit for DF-7110	\$595.00	\$14.88	
AK-7100	Attachment kit for DF-7120 / DF-7110	incl		
JS-7100	Job Separator	\$114.00	\$2.85	
PF-7100 (500 x 2)	Dual 500 Sheet Paper Trays	\$450.00	\$11.25	
PF-7110 (1500 x 2)	Dual 1,500 Sheet Paper Trays	\$450.00	\$11.25	
PF-7120 (3000 side)	3,000 Sheet Side Large Capacity Tray - Letter	\$595.00	\$14.88	
Data Security Kit (E)	Hard Drive Encryption/Overwrite Kit	\$395.00	\$7.88	
FAX System 12	Fax Board	\$795.00	\$19.88	
Banner Guide 10	MPT Guide attachment to assist the feeding of banner paper	\$300.00	\$7.50	
Scan extension kit(A) AC	Searchable PDF Kit	\$600.00	\$15.00	
Stand	Copier Cabinet Stand	\$160.00	\$4.00	
Keyboard Holder 10	Keyboard Tray Kit	\$100.00	\$2.50	
NK-7110 (10キー)	Numeric Keypad	\$120.00	\$3.00	
Printing System 15	EFI fiery Controller for TASKalfa 6052ci / 5052ci / 4052ci / 3552ci / 3252ci	\$4,500.00	\$112.50	
Printing System Interface Kit 15	Interface Kit for Printing System 15, Includes mounting Kit and circuit board	750.00	18.75	
Card Authentication Kit	Includes Card Reader and Software	\$300.00	\$7.50	
ROI Print Manager Software	ROI Print Management Software includes Follow Me Printing	\$375.00	\$10.70	
DMConnect w/ OCR	DMConnect w/ OCR	\$550.00	\$13.75	
<b>A4 LOW VOLUME B/W MFP DESKTOP</b>				
ECOSYS M2640idw	42 ppm A4 Monochrome 4in1 MFP Copy, Print, Fax, Color scan & HyPAS** With STD Wireless ca	\$600.00	\$15.00	\$0.0149
PF-1100	250 Sheet Paper Drawer (Max 2 units)	\$70.00	\$1.75	
Stand	Stand for M2640idw/M2540dw/M2040dn/M2635dw	\$160.00	\$4.00	
SDHC Card-16G	SD Card Memory for Storage 16GB	\$35.00	\$1.00	
SDHC Card-32G	SD Card Memory for Storage 32GB	\$87.50	\$2.20	
UG-33	ThinPrint Expand Kit	\$140.00	\$3.50	
Card Authentication Kit	Includes Card Reader and Software	\$300.00	\$7.50	
ROI Print Manager Software	ROI Print Management Software includes Follow Me Printing	\$375.00	\$10.70	
DMConnect w/ OCR	DMConnect w/ OCR	\$550.00	\$13.75	
<b>A4 HIGH VOLUME B/W MFP DESKTOP</b>				
ECOSYS M3645idn	42ppm A4 Monochrome MFP 4 in 1 model (Copy, Print, Fax, Color Scan)	\$1,600.00	\$40.00	\$0.0069
ECOSYS M3655idn	57ppm A4 Monochrome MFP4 in 1 model (Copy, Print, Fax, Color Scan)	\$1,950.00	\$48.75	\$0.0050

ECOSYS M3660idn	62ppm A4 Monochrome MFP4 in 1 model (Copy, Print, Fax, Color Scan)	\$2,795.00	\$69.88	\$0.0045
PF-3110	500 sheets optional paper feed cassette	\$187.00	\$4.68	
MS-5100B	Manual Stapler	\$250.00	\$6.25	
SDHC Card-16G	SD Card Memory for Storage 16GB	\$35.00	\$1.00	
SDHC Card-32G	SD Card Memory for Storage 32GB	\$87.50	\$2.20	
UG-33	ThinPrint Expand Kit	\$140.00	\$3.50	
Card Authentication Kit	Includes Card Reader and Software	\$300.00	\$7.50	
ROI Print Manager Software	ROI Print Management Software includes Follow Me Printing	\$375.00	\$10.70	
DMConnect w/ OCR	DMConnect w/ OCR	\$550.00	\$13.75	
<b>A4 LOW VOLUME COLOR MFP DESKTOP</b>				
ECOSYS M5526cdw	27/27 ppm A4 Color MFP With STD Wireless capability4 in 1 model (Copy, Print, FAX, Scan)	\$675.00	\$16.88	\$0.023/\$0.1
PF-5110	250 Sheet Paper Drawer (Max 1 unit)	\$90.00	\$2.25	
SDHC Card-16G	SD Card Memory for Storage 16GB	\$35.00	\$1.00	
SDHC Card-32G	SD Card Memory for Storage 32GB	\$87.50	\$2.20	
UG-33	ThinPrint Expand Kit	\$140.00	\$3.50	
Card Authentication Kit	Includes Card Reader and Software	\$300.00	\$7.50	
ROI Print Manager Software	ROI Print Management Software includes Follow Me Printing	\$375.00	\$10.70	
DMConnect w/ OCR	DMConnect w/ OCR	\$550.00	\$13.75	
<b>A4 MID VOLUME COLOR MFP DESKTOP</b>				
ECOSYS M6635cidn	37 ppm Color MFP (4 in 1 HyPAS model)	\$1,675.00	\$41.88	\$0.017/\$0.07
PF-5100	500 Sheet Paper Drawer, Multi Purpose Paper Feeder	\$250.00	\$6.25	
MS-5100	Manual Stapler	\$250.00	\$6.25	
SDHC Card-16G	SD Card Memory for Storage 16GB	\$35.00	\$1.00	
SDHC Card-32G	SD Card Memory for Storage 32GB	\$87.50	\$2.20	
UG-33	ThinPrint Expand Kit	\$140.00	\$3.50	
Card Authentication Kit	Includes Card Reader and Software	\$300.00	\$7.50	
ROI Print Manager Software	ROI Print Management Software includes Follow Me Printing	\$375.00	\$10.70	
DMConnect w/ OCR	DMConnect w/ OCR	\$550.00	\$13.75	
<b>TA COLOR LTR/LGL FLOOR MODEL WITH FINISHING &amp; PAPER OPTIONS</b>				
TASKalfa 307ci	32/32 PPM A4 Color MFP(With standard Document Processor)	\$1,780.00	\$44.50	\$0.0089/0.07
TASKalfa 356ci	37/37 PPM A4 Color MFP	\$2,095.00	\$52.38	\$0.089/0.065
TASKalfa 406ci	42/42 PPM A4 Color MFP	\$2,295.00	\$57.38	0.0079/0.055
PF-5120 500 sheet	500 Sheet Paper Tray	\$195.00	\$4.88	
PF-5130 500 x 2 sheet	500 Sheet x 2 Paper Tray	\$550.00	\$13.75	
PF-5140 2000 sheet	2,000 Sheet Paper Tray	\$595.00	\$14.88	
FAX system 11 for Prius32	Fax kit for 307ci	\$250.00	\$6.25	
FAX system 10 for Prius35/40	Fax kit for 406ci/356ci	\$795.00	\$19.88	
DF-5100 (Inner DF)	300 Sheet Internal Finisher	\$425.00	\$10.63	
DF-5110 (1000DF)	1,000 Sheet Finisher for 406ci/356ci	\$595.00	\$14.88	
DF-5120 (3000DF)	3,200 Sheet Finisher for 406ci/356ci	\$925.00	\$23.13	
MT-5100 (Mailbox)	5 Bin Mailbox	\$395.00	\$9.88	
DP-5100 (RADP)	Document Processor (RADF Type) for 406/356ci	\$467.00	\$17.68	
DP-5110 (DSDP)	Document Processor (DSDP) for 406/356ci	\$717.00	\$17.93	
PH-5100 (Punch)	Punch Unit for DF-5110	\$402.00	\$10.05	
JS-5100	Job Separator	\$125.00	\$3.13	
AK-5100(Attachment kit)	Attachment kit for MT-5100	\$100.00	\$2.50	
DT-5100(Document tray)	Original Hard Copy Holder	\$45.00	\$1.13	
STAND	Copier Cabinet Stand	\$160.00	\$4.00	
Card Reader Holder 11	Card Reader Holder	\$64.00	\$1.60	
Card Authentication Kit	Includes Card Reader and Software	\$300.00	\$7.50	
ROI Print Manager Software	ROI Print Management Software includes Follow Me Printing	\$375.00	\$10.70	
DMConnect w/ OCR	DMConnect w/ OCR	\$550.00	\$13.75	
<b>LOW VOLUME B/W PRINTERS</b>				
ECOSYS P2040dw	42 ppm A4 Monochrome PrinterWith STD Wireless capability	\$350.00	\$8.75	\$0.0150
PF-1100	250 Sheet Paper Drawer (Max 2 units)	\$100.00	\$2.50	
Stand	Stand for P2040dw/P2235dw	\$160.00	\$4.00	
Card Authentication Kit	Includes Card Reader and Software	\$300.00	\$7.50	
ROI Print Manager Software	ROI Print Management Software includes Follow Me Printing	\$57.00	\$1.45	
<b>MID TO HIGH VOLUME B/W PRINTERS</b>				
ECOSYS P3045dn	47 ppm A4 Monochrome Printer	\$650.00	\$16.25	\$0.0100
ECOSYS P3050dn	52 ppm A4 Monochrome Printer	\$765.00	\$19.15	\$0.0075
ECOSYS P3055dn	57 ppm A4 Monochrome Printer	\$850.00	\$21.25	\$0.0050
ECOSYS P3060dn	62 ppm A4 Monochrome Printer	\$1,250.00	\$31.25	\$0.0029
Stand	Stand	\$160.00	\$4.00	

PF-320	500 Sheets Paper Drawer (Max 4 units)	\$200.00	\$5.00	
PF-3100	2,000 Sheets large capacity paper Drawer	\$650.00	\$16.25	
PB-325	Base unit with PF-3100	\$200.00	\$5.00	
IB-32B	IEEE 1284 compliant NIC	\$100.00	\$2.50	
IB-36	Wireless LAN NIC (Approx. 98 ft Range & Wi-Fi Direct)	\$100.00	\$2.50	
IB-51(Wireless)	Wireless LAN NIC (Approx. 328 ft Range)	\$475.00	\$11.88	
IB-50	Gigabit Ether Net Board	\$350.00	\$8.75	
SDHC Card-16G	SD Card Memory for Storage 16GB	\$35.00	\$1.00	
SDHC Card-32G	SD Card Memory for Storage 32GB	\$87.50	\$2.20	
UG-33	ThinPrint Expand Kit	\$140.00	\$3.50	
Card Authentication Kit	Includes Card Reader and Software	\$300.00	\$7.50	
ROI Print Manager Software	ROI Print Management Software includes Follow Me Printing	\$57.00	\$1.45	
<b>LOW VOLUME COLOR PRINTERS</b>				
ECOSYS P5026cdw	27/27 ppm A4 Color Printer With STD Wireless capability	\$450.00	\$11.25	\$0.025/\$0.12
PF-5110	250 Sheet Paper Drawer (Max 1 unit)	\$100.00	\$2.50	
SDHC Card-16G	SD Card Memory for Storage 16GB	\$35.00	\$1.00	
SDHC Card-32G	SD Card Memory for Storage 32GB	\$87.50	\$2.20	
UG-33	ThinPrint Expand Kit	\$140.00	\$3.50	
Card Authentication Kit	Includes Card Reader and Software	\$300.00	\$7.50	
ROI Print Manager Software	ROI Print Management Software includes Follow Me Printing	\$57.00	\$1.45	
<b>ID TO HIGH VOLUME COLOR PRINTERS</b>				
ECOSYS P6230cdn	32PPM Color Printer	\$750.00	\$18.75	\$0.019/0.085
ECOSYS P6235cdn	37PPM Color Printer	\$950.00	\$23.75	\$0.017/\$0.07
ECOSYS P7240cdn	42 PPM Color Printer	\$1,250.00	\$31.25	\$0.015/0.065
PF-5100	500 Sheet Paper Drawer, Multi Purpose Paper Feeder	\$240.00	\$6.00	
SDHC Card-16G	SD Card Memory for Storage 16GB	\$35.00	\$1.00	
SDHC Card-32G	SD Card Memory for Storage 32GB	\$87.50	\$2.20	
UG-33	ThinPrint Expand Kit	\$140.00	\$3.50	
Card Authentication Kit	Includes Card Reader and Software	\$300.00	\$7.50	
ROI Print Manager Software	ROI Print Management Software includes Follow Me Printing	\$57.00	\$1.45	

1 **EXHIBIT D**

2 **SELF-DEALING TRANSACTION DISCLOSURE FORM**

3 In order to conduct business with the County of Fresno (hereinafter referred to as "County"),  
4 members of a contractor's board of directors (hereinafter referred to as "County Contractor"),  
5 must disclose any self-dealing transactions that they are a party to while providing goods,  
6 performing services, or both for the County. A self-dealing transaction is defined below:

7 *"A self-dealing transaction means a transaction to which the corporation is a party and in*  
8 *which one or more of its directors has a material financial interest"*

9 The definition above will be utilized for purposes of completing this disclosure form.

10 **INSTRUCTIONS**

11 (1) Enter board member's name, job title (if applicable), and date this disclosure is being  
12 made.

13 (2) Enter the board member's company/agency name and address.

14 (3) Describe in detail the nature of the self-dealing transaction that is being disclosed to  
15 the County. At a minimum, include a description of the following:

16 a. The name of the agency/company with which the corporation has the  
17 transaction; and

18 b. The nature of the material financial interest in the Corporation's transaction that  
19 the board member has.

20 (4) Describe in detail why the self-dealing transaction is appropriate based on applicable  
21 provisions of the Corporations Code.

22 (5) Form must be signed by the board member that is involved in the self-dealing  
23 transaction described in Sections (3) and (4).  
24  
25  
26  
27  
28

**(1) Company Board Member Information:**

	Date:	

**(2) Company/Agency Name and Address:**

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**(3) Disclosure (Please describe the nature of the self-dealing transaction you are a party to):**

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**(4) Explain why this self-dealing transaction is consistent with the requirements of Corporations Code 5233 (a):**

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**(5) Authorized Signature**

Signature:		Date:	
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