

Document Imaging Conversion Services – Provide estimated pricing data for the proposed system that addresses the following components and any additional components consistent with your solution. Indicate % off MSRP?

Document indexing	\$ 0.114 Per document- based on 3 fields of 11-35 characters
Scanning Services	\$0.053 Per image – based on 8.5x11 single sided documents
Mastering images to disk	\$0.003 Per image
Document Preparation	\$15.00 Per hour
Data Entry	\$15.00 Per hour
Conversions of microfilm to electronic images	\$0.029 Per image
Upload of electronic converted records to ECM solution	\$0.03 per image
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Upload of electronic converted records to ECM solution	\$0.03 per image
Technical support/training onsite & remote	\$200 Per hour
Document management consulting onsite & remote	\$200 Per hour
Pull Requests	\$25.00 Per request
Pick-up, delivery and handling	\$200 Per trip*
Confidential Destruction of Paper Documents	5.60 Per box - based on 35lb bankers box (\$45.00 minimum charge for first 300lbs.)
Storage Costs	\$0.035/GB per month
Scanning Devices	10% off MSRP
Scanning Software- Licenses, Maintenance, Support & Training	10% off MSRP

*Trip charges are estimated for Oklahoma City Metro Area. Additional charges may apply based on scope of project.

Content Management Software System - Provide estimated pricing data for the proposed system that addresses the following components and any additional components consistent with your solution.

License costs	\$2280 Each (3 license minimum)**
Training Costs	Included
Maintenance Costs	\$1320 Yearly
Installation Costs	Included
Support	Included

Discuss the supported content, reporting and integration capabilities.

Completely automate the capture and indexing of documents from any source including Multi-function Printers, desktop scanners and line of business print output, using intelligent batch separation, image cleanup, zonal OCR and barcode recognition to eliminate the need for user intervention while maximizing the return on investment.

**Pricing based on Small Business User Bundle with 5 User Licenses with up to 3 days of installation, configuration and training.

Managed Print Services – Print, scan, facsimile, multifunction devices, related services & managed services.

Provide estimated pricing data for the proposed system that addresses the following components and any additional components consistent with your solution.

Monochrome Copiers	Approximately 65% off MSRP Based on Model
Color Copiers	Approximately 60% off MSRP Based on Model
Multi-Function Devices	Approximately 62% off MSRP Based on Model
Desktop Printers	Approximately 21% off MSRP Based on Model
Consumables	(Included in Maintenance)
Repairs	(Included in Maintenance)
Maintenance	25% off MSRP
Lease	See Attached Pricing Examples
Implementation/Project Management	38% off MSRP
Support Services	38% off MSRP
Installation/De-installation/Moves/Changes	38% off MSRP
Training	38% off MSRP for Software. Equipment Training Free
Misc.	38% off MSRP for Software. Equipment Training Free

Provide a copy of the proposed lease agreement.

We do not require lease agreements from the State of Oklahoma. We operate off of a State issued Purchase Order. We can also accept P-Cards.

Pricing Examples Explanation:

The six pricing examples provided were determined by 2015 State of Oklahoma buying history. These Six devices were the top devices sold into the State of Oklahoma in 2015 making up 80% of the units sold into the State. To give the most accurate pricing examples we priced these devices configured with the most commonly used accessories for each device.

Other devices the State may lease will be priced in State Catalogue. This also includes specialty devices and production devices.

<u>Pricing Examples</u>									
% of 2015 Purchases	<u>Model</u>	<u>Speed</u>	<u>Purchase Price</u>	<u>36 Month Lease Price</u>	<u>60 Month Lease Price</u>	<u>MSRP</u>	<u>Discount From MSRP</u>	<u>Monochrome Cost per Copy</u>	<u>Color Cost per Copy</u>
26%	920 Black and White MFP	21	\$ 1,691.42	\$ 54.46	\$ 35.86	\$ 3,800.00	55%	\$ 0.0145	N/A
6%	C306 Color MFP	30	\$ 2,944.28	\$ 94.81	\$ 62.42	\$ 5,310.00	45%	\$ 0.0180	\$ 0.085
13%	MP3054 Black and White MFP	30	\$ 4,102.86	\$ 132.11	\$ 86.98	\$ 13,784.00	70%	\$ 0.0095	N/A
8%	MP4054 Black and White MFP	40	\$ 6,355.72	\$ 204.65	\$ 134.74	\$ 20,164.00	68%	\$ 0.0088	N/A
18%	C4503 Color MFP	45	\$ 8,080.00	\$ 260.18	\$ 171.30	\$ 26,330.00	69%	\$ 0.0089	\$ 0.05
9%	C5503 Color MFP	55	\$ 10,807.14	\$ 347.99	\$ 229.11	\$ 31,374.00	66%	\$ 0.0089	\$ 0.05
Remaining Products									
Make up 20%									
	4520DN Monochrome Printer	45	\$ 1,270.00	\$ 40.89	\$ 26.92	\$ 1,494.00	15%	\$ 0.0150	N/A
	C440 Color Printer	40	\$ 1,671.43	\$ 53.82	\$ 35.43	\$ 2,366.00	29%	\$ 0.0150	\$ 0.08