


### Status - PO 000459S

PO/Reference No. 000459S  
 Supplier Toshiba Business Solutions

General Information		Document Status	
PO/Reference No.	000459S	Workflow	✓ Completed (7/22/2019 11:00 AM)
Revision No.	2	Distribution	The system distributed the purchase order using the method(s) indicated below the last time it was distributed: <span style="float: right;">view</span>
Supplier Name	Toshiba Business Solutions 		Email (HTML Attachment): John.McBride@tbs.toshiba.com
Purchase Order Date	7/22/2019	Distribution Date/Time	7/22/2019 11:00 AM
Total	283,289.16 USD	Supplier	Sent To Supplier
Owner Name	Rebecca Anchor		
Owner Campus	Geneseo (28190)		
Owner Department	Procurement & Property Control Svcs		
Owner Phone	+1 585-245-5100		
Owner Email	anchor@geneseo.edu		
Requisition Number	120908019		

#### Line Item Status

Product Description	Catalog No	Size / Packaging	Unit Price	Quantity	Ext. Price	Receiving	Invoicing	Matching
1 ✓ Multifunction Printers (MFPs) (Ledger Size) Item - Toshiba America Business Solutions, Inc. Deferred payments #29-#40 toward the purchase of 100 Toshiba MFPs orig. procured via 60-mo. DPP on SUNY Geneseo PO 096822 (FY 16-17). 		USD	11,107.43 USD	12 USD	133,289.16 USD	Partially Received	Partially Invoiced	Partially Matched
2 ✓ Est. cost to provide MPS on all 100 MFPs, based on		USD	12,500.00 USD	12 USD	150,000.00 USD	Partially Received	Partially Invoiced	Partially Matched

the following  
 "per copy/print  
 rates": B&W:  
 \$.0041 per  
 imageColor:  
 \$.0429 per  
 image. These  
 rates are  
 locked in for  
 the 6-mo. term  
 of the DPP  
 agreement. 

3	✓ Prices and all else per Toshiba Business Solutions November 28, 2016 written proposal and NYS OGS contract PT66615/Group 75525. This PO covers payments during the period July 1, 2019 - June 30, 2020. 	USD	0.00 USD	1 USD	0.00 USD	Fully Received	Fully Invoiced	Fully Matched
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Shipping and Handling charges are calculated and charged by each supplier. Shipping and/or Total **283,289.16 USD**  
 Freight charges exceeding \$100 should be added as a Non-Catalog line item to your requisition.



# Contract Award Notification

<b>Title</b>	:	<b>Group 75525 – Printing and Imaging Equipment (Statewide)</b>
		<b>Classification Code(s): 43 and 44</b>
<b>Award Number</b>	:	<b><u>22661-E*</u></b>
<b>Contract Period</b>	:	<b>September 1, 2014 to August 31, 2020</b>
<b>Bid Opening Date</b>	:	<b>February 19, 2014</b>
<b>Date of Issue</b>	:	<b>September 25, 2014 (Revised August 30, 2019)</b> Updated Information is in Red
<b>Specification Reference</b>	:	<b>As Incorporated In The Contract</b>
<b>Contractor Information</b>	:	<b>Appears on Page 2 of this Award</b>

### Address Inquiries To:

<b>State Agencies &amp; Vendors</b>	<b>Political Subdivisions &amp; Others</b>
Name : Sean W. McManus Title : Contract Management Specialist Phone : 518-473-5917 E-mail : Sean.mcmanus@ogs.ny.gov	New York State Procurement Customer Services Phone : 518-474-6717 E-mail : customer.services@ogs.ny.gov

**The New York State Procurement values your input.  
Complete and return "Contract Performance Report" at end of document.**

### Description

This award will provide State Agencies and Authorized Users with the opportunity to purchase Printing and Imaging Equipment.

PR # 22661

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<u>CONTRACT #</u>	<u>CONTRACTOR</u>	<u>FED.IDENT. #</u> <u>NYS VENDOR ID#</u>
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PT66603	Eastman Kodak Company	160417150 1000007434
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**All orders and remittances** are to be directed to the Contractor or the authorized Reseller approved under the Contract.

PT66607	Konica Minolta Business Solutions USA, Inc.	131921089 1000006138
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**All orders and remittances** are to be directed to the Contractor or the authorized Reseller approved under the Contract.

PT66612	Ricoh USA, Inc.	230334400 1000030648
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**All orders and remittances** are to be directed to the Contractor or the authorized Reseller approved under the Contract.

PT66615	Toshiba America Business Solutions, Inc.	330865305 1000009105
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**All orders and remittances** are to be directed to the Contractor or the authorized Reseller approved under the Contract.

PT66616	Xerox Corporation	160468020 1000014781
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**All orders and remittances** are to be directed to the Contractor or the authorized Reseller approved under the Contract.

The following contracts are inactive due to expiring as of May 31, 2018. The information below is for reference purposes only. Purchases against these expired contracts are not allowed.

<u>CONTRACT #</u>	<u>CONTRACTOR</u>	<u>FED.IDENT.#</u> <u>NYS VENDOR ID#</u>
PT66600	Canon U.S.A., Inc.	432561772 4000006164
PT66605	HP Inc.	941081436 1000009783
PT66606	Kodak Alaris, Inc.	462969770 4100105596
PT66609	Lexmark International, Inc.	061308215 1000005372

The following contracts are inactive due to expiring as of August 31, 2017. The information below is for reference purposes only. Purchases against these expired contracts are not allowed.

<u>CONTRACT #</u>	<u>CONTRACTOR</u>	<u>FED.IDENT.#</u> <u>NYS VENDOR ID#</u>
PT66599	Brother International Corp.	223142007 4000008820
PT66601	Gentex Americas, Inc.	262913793 4100116716
PT66602	Dell Marketing LP	742616805 4000041162
PT66604	Epson America, Inc.	952935679 4000057967
PT66608	Kyocera Document Solutions America, Inc.	952819506 4000009816
PT66610	Oki Data Americas, Inc.	223630684 4000044520
PT66613	Samsung Electronics America, Inc.	132951153 4100119185
PT66614	Sharp Electronics Corporation	131968872 4000054628

For complete Contractor and Reseller contact information, Contract Terms and Conditions, and Pricelists for this award, please see the Contractor Information pages located on the OGS website at: <http://ogs.ny.gov/purchase/snt/awardnotes/7552522661Can.htm>.

Cash Discount, If Shown, Should be Given Special Attention.

**INVOICES MUST BE SENT DIRECTLY TO THE ORDERING AGENCY FOR PAYMENT.**

**(See "Contract Payments" and "Electronic Payments in this document.)**

AGENCIES SHOULD NOTIFY THE NEW YORK STATE PROCUREMENT PROMPTLY IF THE CONTRACTOR FAILS TO MEET DELIVERY OR OTHER TERMS OF THIS CONTRACT. PRODUCTS OR SERVICES WHICH DO NOT COMPLY WITH THE SPECIFICATIONS OR ARE OTHERWISE UNSATISFACTORY TO THE AGENCY SHOULD ALSO BE REPORTED TO THE NEW YORK STATE PROCUREMENT.

**SMALL, MINORITY AND WOMEN-OWNED BUSINESSES:**

The letters SB listed under the Contract Number indicate the contractor is a NYS small business. Additionally, the letters MBE and WBE indicate the contractor is a Minority-owned Business Enterprise and/or Woman-owned Business Enterprise.

**REQUEST FOR CHANGE:**

Any request by the agency or contractor regarding changes in any part of the contract must be made in writing to the Office of General Services, New York State Procurement prior to effectuation.

**NOTE TO CONTRACTOR:**

This Contract Award Notification is not an order. Do not take any action under this contract except on the basis of purchase order(s) from the agency or agencies.

**NEW YORK STATE VENDOR RESPONSIBILITY QUESTIONNAIRE FOR-PROFIT BUSINESS ENTITY:**

Contractor is encouraged to maintain up-to-date Questionnaire during the life of the contract and is also required to ensure this Questionnaire reflects any substantive issues that may have occurred from the time the Contract was initially awarded.

**DEBRIEFING:**

Contractors and bidders are accorded fair and equal treatment with respect to the opportunity for debriefing. Office of General Services (OGS) shall, upon request, provide a debriefing to any bidder or awarded contractor that responded to the RFP regarding the reason that the proposal or bid submitted by the unsuccessful bidder was not selected for a contract award. The post award debriefing should be requested by the bidder or awarded contractor within 15 days of posting of the contract award on the OGS website.

**DISPUTE RESOLUTION POLICY:**

It is the policy of OGS Procurement Services to provide vendors with an opportunity to administratively resolve disputes, complaints or inquiries related to Procurement Services bid solicitations or contract awards. Procurement Services encourages vendors to seek resolution of disputes through consultation with Procurement Services staff. All such matters will be accorded impartial and timely consideration. Interested parties may also file formal written disputes. A copy of Procurement Services' Dispute Resolution Procedures for Vendors may be obtained by contacting the person shown on the front of this document or through the OGS website ([www.ogs.ny.gov](http://www.ogs.ny.gov)).

**PROCUREMENT INSTRUCTIONS:**

1. The Contracts listed herein have been issued under a multiple award structure. Authorized Users shall procure Products and services that best meet their form, function and utility requirements. Awarded Contractor Product and service offerings, and Contract and pricing information will be posted to the Contractors' dedicated NYS website.
2. Before proceeding with their purchase, Authorized Users shall check the list of Preferred Source offerings and are reminded that they must comply with State Finance Law §162 which requires that agencies afford first priority to the commodities/services of preferred source suppliers such as Correctional Industries (Corcraft), Industries for the Blind of NYS, and NYS Industries for the Disabled, when such commodities/services meet the form, function and utility of the Authorized User.

3. The equipment listed below is available under Contracts PT66219 and PT66220 under Award 22662. New York State Agencies that are part of the Executive Branch shall only purchase the equipment listed below, including all related Replaceable Service Parts, Consumables, Options and Extended Warranties, under Contracts PT66219 and PT66220 under Award 22662, and not under the Contracts listed herein. Contractors under this award other than those who hold Contracts PT66219 and PT66220 under Award 22662 shall not market and sell the equipment below to New York State Agencies that are part of the Executive Branch.

Multifunction Printers (MFPs) - Ledger Size:

1. Multifunction Printer Black & White - (Ledger Size) (Low End)
  2. Multifunction Printer Black & White - (Ledger Size) (High End)
  3. Multifunction Printer Color - (Ledger Size) (Low End)
  4. Multifunction Printer Color - (Ledger Size) (High End)
4. Authorized users should carefully review Contractor Warranty and Maintenance offerings to identify any potential overlap and choose coverage that best meets their needs. Contractor shall be required to assist Authorized Users in determining the most cost effective solutions for coverage. State Agencies are reminded of their obligation under DOB Budget Bulletin H-1030 - Equipment Maintenance Program – Expansion and Enhancements prior to procuring Maintenance.  
<http://www.budget.ny.gov/guide/bprm/bulletins/h-1030.html>
5. Authorized users will issue purchase order(s) directly to the Contractor(s), or the Contractors' authorized Reseller(s), as specifically stated by the Contractor, specifying and shipping/delivery requirements and referencing statements of work (as applicable) for services.
6. Upon Authorized User acceptance of Products and/or services itemized on the purchase order, Contractor(s) will invoice Authorized User for any portion of Products and services accepted, and accordingly, Authorized User will arrange for payment. Contractor shall provide itemized invoicing for all Products and services.

**Note: Contractor must disclose any forms, or other order information, that Contractor will attach to orders or require completion of when Authorized User makes a purchase. Documents which contain additional terms and conditions must receive pre-approval by OGS for use under the Contract. Additional terms and conditions that were not pre-approved by OGS are void. Additional terms and conditions which conflict with the Contract shall be removed at the discretion of the State.**

#### CONTRACT PAYMENTS:

Payments cannot be processed by State facilities until the contract products have been delivered in satisfactory condition or services have been satisfactorily performed. Payment will be based on any invoice used in the contractor's normal course of business. However, such invoice must contain sufficient data including but not limited to contract number, description of product or service, quantity, unit and price per unit, federal identification number, and NYS vendor identification number.

State facilities are required to forward properly completed vouchers to the Office of the State Comptroller for audit and payment. All facilities are urged to process every completed voucher expeditiously giving particular attention to those involving cash discounts for prompt payment.

If the contract terms indicate political subdivisions and others authorized by law are allowed to participate, those entities are required to make payments directly to the contractor. Prior to processing such payment, the contractor may be required to complete the ordering non-State agency's own voucher form.

See "Contract Billings and Payments" in each respective Contract.

In those instances where Resellers are authorized to receive purchase orders directly and bill using agencies, such purchase orders should be drawn in accordance with the following example:

(Reseller)	J. Smith Office Machines
	10 Downing Street

Original PO - 2016-17  
FY

STATE OF  
NEW YORK

**PURCHASE ORDER**

24 pages

SFS Dept. ID 3320222	Date (MM/DD/YYYY) 11/30/2016	AP BU and PO TYPE SNY01	Vendor: Show On All Bills and Correspondence		
Originating Agency SUC Geneseo			Comptroller's Contract No. PT66615	Commodity Group No. 79999 00	SUNY PO Number 096822
Vendor TOSHIBA BUSINESS SOLUTIONS USA  180 Kenneth Drive Suite 200 ROCHESTER NY 14623			Ship To SUNY GENESEO RECEIVING Purchase Order No. 096822 1 COLLEGE CIRCLE GENESEO NY 14454		
SFS Vendor ID 1100006357			Bill To SUNY GENESEO ACCOUNTS PAYABLE Purchase Order No. 096822 585-245-5606 1 COLLEGE CIRCLE GENESEO NY 14454		
Unless Otherwise Indicated, All Prices are F.O.B. Destination					
Discount Terms % Days					
Vendor: Direct Questions To PH:585-245-5100 Telephone No.					
SHIP ATTN OF					

Item No.	Description of Material/Service	Quantity	Unit	Price	Amount
1	Printing and Imaging Equipment (Statewide): Product - Toshiba America Business Solutions, Inc.	0	EA	0.00	0.00
2	Purchase of ninety-nine (99) Toshiba multifunction devices (per the attached list) on a 60-month Deferred Payment Plan (DPP). The total equipment cost for all MFDs will be \$661,310.80 and will be paid in 60 monthly payments of \$11,021.85, beginning in February or March 2017 (depending on when installation is completed).	5	MON	11,021.85	55,109.25
3	5 each - e2508A 9 each - e3508A 1 each - e4508A 3 each - e5508A 3 each - e6508A 1 each - e1057 7 each - e2000AC 25 each - e3005AC 26 each - e3505AC 7 each - e4505AC 9 each - e5506ACT 1 each - e5508A 1 each - e6508A 1 each - e6506ACT All devices are to be equipped with copy/print/scan/fax/smart card access functionality, and hard drive data	0	EA	0.00	0.00



STATE OF  
NEW YORK

## PURCHASE ORDER

SFS Dept. ID		Date (MM/DD/YYYY)		AP BU and PO TYPE		Vendor: Show On All Bills and Correspondence			
3320222		11/30/2016		SNY01		Comptroller's Contract No.	Commodity Group No.	SUNY PO Number	
Originating Agency SUC Geneseo						PT66615	79999 00	096822	
Vendor TOSHIBA BUSINESS SOLUTIONS USA 180 Kenneth Drive Suite 200 ROCHESTER NY 14623						Ship To SUNY GENESEO RECEIVING Purchase Order No. 096822 1 COLLEGE CIRCLE GENESEO NY 14454			
SFS Vendor ID 1100006357						Bill To SUNY GENESEO ACCOUNTS PAYABLE Purchase Order No. 096822 585-245-5606 1 COLLEGE CIRCLE GENESEO NY 14454			
Unless Otherwise Indicated, All Prices are F.O.B. Destination									
Discount Terms % Days									
Vendor: Direct Questions To PH:585-245-5100 Telephone No. SHIP ATTN OF									
Item No.	Description of Material/Service					Quantity	Unit	Price	Amount
4	erase feature. MFD-specific accessories per the attached Toshiba proposal.  Estimated Cost to provide Managed Print Services (MPS) on all ninety-nine (99) MFDs, based on the following "Per Copy/Print Rates": Black & White: \$.0041 per image Color: \$.0429 per image These rates will be locked for the 60-month term of the DPP agreement.					5	MON	12,500.0000	62,500.00
5	"Per Copy/Print Rates" include: --All parts and onsite maintenance provided by factory-trained technicians --All consumable supplies (i.e., toner, fuser, drums, waste containers, maintenance kits) --All equipment delivery costs --All shipping and delivery of consumable supplies --Initial, ongoing, and annual training for College staff --All MFD are to be equipped with hard drive data erase feature at no additional cost.					0	EA	0.00	0.00

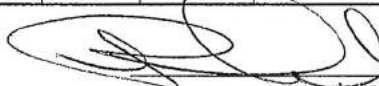
STATE OF  
NEW YORK

**PURCHASE ORDER**

SFS Dept. ID 3320222	Date (MM/DD/YYYY) 11/30/2016	AP BU and PO TYPE SNY01	Vendor: Show On All Bills and Correspondence		
Originating Agency SUC Geneseo			Comptroller's Contract No. PT66615	Commodity Group No. 79999 00	SUNY PO Number 096822
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Unless Otherwise Indicated, All Prices are F.O.B. Destination					
Discount Terms % Days					
Vendor: Direct Questions To PH:585-245-5100 Telephone No. SHIP ATTN OF					

Item No.	Description of Material/Service	Quantity	Unit	Price	Amount
6	Prices and all else per Toshiba Business Solutions November 28, 2016 written proposal and NYS OGS contract PT66615/Group 75525.	0	EA	0.00	0.00
GRAND TOTAL:					\$ 117,609.25

SFS PO Num	Line	Act	Amount	Dept	Cost Center	Var	Yr.	Object
	2	A	\$ 55,109.25	28	319190	1R	16	57260
SUNY PO #	SUNY Req #	SUNY ACCOUNT	SUB	OBJECT				
096822	490053	860815	01	7312				
SFS PO Num	Line	Act	Amount	Dept	Cost Center	Var	Yr.	Object
	4	A	\$ 62,500.00	28	319190	1R	16	55490
SUNY PO #	SUNY Req #	SUNY ACCOUNT	SUB	OBJECT				
096822	490053	860815	01	5136				

  
 Authorized Signature

Campus Use  DOTY  315   Procurement   
 Initialed By: REA

3

Geneseo PO for New MFDs

**Subject:** SUNY Geneseo PO for New MFDs

**From:** "Anchor, Rebecca (SUNY Geneseo)" <anchor@geneseo.edu>

**Date:** 11/30/2016 10:17 AM

**To:** John McBride <John.McBride@tbs.toshiba.com>

**Organization:** SUNY Geneseo

**Message-ID:** <bf16d6d0-0470-b641-5818-2409de34fb09@geneseo.edu>

**User-Agent:** Mozilla/5.0 (Windows NT 10.0; WOW64; rv:45.0) Gecko/20100101 Thunderbird/45.5.0

**MIME-Version:** 1.0

**Content-Type:** multipart/mixed; boundary="-----3AF3407AA5FE338317FB3DA4"

John:

Attached is SUNY Geneseo Purchase Order #096822 to procure the ninety-nine (99) new Toshiba multifunction devices.

Please confirm receipt, and let me know if you have any questions or concerns. Thank you.

Becky

--

Rebecca E. Anchor

Director of Purchasing & Central Services

Doty Hall 315

SUNY Geneseo

1 College Circle

Geneseo, NY 14454

(585) 245-5100

Fax: (585) 245-5005

--Attachments:

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Geneseo PO #096822 - Toshiba MFDs.pdf

7.6 MB

FINAL from Toshiba - SUNY Geneseo Toshiba MFDs to Replace Current Fleet Final

58.0 KB

11-23-16.xlsx

4

**PURCHASE REQUISITION**

Orig. Campus Code 28190	Date (MM/DD/YYYY) 11/29/2016	Federal Tax Exemption Number 14740026K	Requisition No. 490053
Originating Campus GENESE0			<i>non-discretionary</i> <i>(PT table 15) - Contract</i> <i>email to:</i> <i>John McBride</i> <i>hbs.toshiba.com</i> <i>-ACK w/ dept copy to Buder.</i>  <i>July 315 - Payment</i>
Vendor TOSHIBA BUSINESS SOLUTIONS USA 180 Kenneth Drive Suite 200 ROCHESTER NY 14623 Payee ID 330622309 00002 14623			
Unless Otherwise Indicated, All Prices are F.O.B. Destination Discount Terms % Days			

Item No.	Description of Material/Service	Quantity	Unit	Price	Amount
	"Per Copy/Print Rates" include: --All parts and onsite maintenance provided by factory-trained technicians --All consumable supplies (i.e., toner, fuser, drums, waste containers, maintenance kits) --All equipment delivery costs --All shipping and delivery of consumable supplies --Initial, ongoing, and annual training for College staff --All MFD are to be equipped with hard drive data erase feature at no additional cost.	0	EA	0.00	0.00
	5 each - e2508A 9 each - e3508A 1 each - e4508A 3 each - e5508A 3 each - e6508A 1 each - e1057 7 each - e2000AC 25 each - e3005AC 26 each - e3505AC 7 each - e4505AC 9 each - e5506ACT 1 each - e5508A 1 each - e6508A 1 each - e6506ACT All devices are to be equipped with copy/print/scan/fax/smart card access functionality, and hard drive data erase feature. MFD-specific accessories per the attached Toshiba proposal.	0	EA	0.00	0.00

5

**PURCHASE REQUISITION**

Orig. Campus Code 28190	Date (MM/DD/YYYY) 11/29/2016	Federal Tax Exemption Number 14740026K	Requisition No. 490053
Originating Campus GENESEO			
Vendor TOSHIBA BUSINESS SOLUTIONS USA  180 Kenneth Drive Suite 200 ROCHESTER NY 14623 Payee ID 330622309 00002 14623			
Unless Otherwise Indicated, All Prices are F.O.B. Destination			
Discount Terms % Days			

Item No.	Description of Material/Service	Quantity	Unit	Price	Amount
		0	EA		0.00
	Estimated Cost to provide Managed Print Services (MPS) on all ninety-nine (99) MFDs, based on the following "Per Copy/Print Rates": Black & White: \$.0041 per image Color: \$.0429 per image These rates will be locked for the 60-month term of the DPP agreement.	5	MON	12,500.0000	62,500.00
	Prices and all else per Toshiba Business Solutions November 28, 2016 written proposal and NYS OGS contract PT66615/Group 75525.	0	EA	0.00	0.00
	Printing and Imaging Equipment (Statewide): Product - Toshiba America Business Solutions, Inc.	0	EA	0.00	0.00
	Purchase of ninety-nine (99) Toshiba multifunction devices (per the attached list) on a 60-month Deferred Payment Plan (DPP). The total equipment cost for all MFDs will be \$661,310.80 and will be paid in 60 monthly payments of \$11,021.85, beginning in February or March 2017 (depending on when installation is completed).	5	MON	11,021.85	55,109.25
GRAND TOTAL:					\$ 117,609.25

6

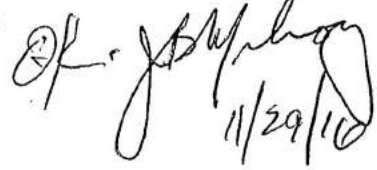
**PURCHASE REQUISITION**

Orig. Campus Code 28190	Date (MM/DD/YYYY) 11/29/2016	Federal Tax Exemption Number 14740026K	Requisition No. 490053
Originating Campus GENESEO			
Vendor TOSHIBA BUSINESS SOLUTIONS USA			
180 Kenneth Drive Suite 200 ROCHESTER NY 14623			
Payee ID 330622309 00002 14623			
Unless Otherwise Indicated, All Prices are F.O.B. Destination			
Discount Terms % Days			

Requisition	Occurrence	Act	Amount	Dept	Cost Center	Var	Yr.	Object
490053	2		\$ 55,109.25	28	319190	1R	16	57260
			SUNY ACCOUNT	SUB	OBJECT			
			860815	01	7312			
Requisition	Occurrence	Act	Amount	Dept	Cost Center	Var	Yr.	Object
490053	4		\$ 62,500.00	28	319190	1R	16	55490
			SUNY ACCOUNT	SUB	OBJECT			
			860815	01	5136			

  
Authorized Signature

Initialed By:

  
11/29/10

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**Toshiba Business Solutions**  
**John McBride**  
**180 Kenneth Drive Suite 200**  
**Rochester, NY 14623**  
**585-697-5549**

November 28, 2016

Rebecca E. Anchor  
Director of Purchasing & Central Services  
SUNY College at Geneseo  
1 College Circle  
Doty Hall Room 315  
Geneseo, NY 14454

Dear Rebecca

Toshiba Business Solutions is very excited to have an opportunity to earn SUNY Geneseo's business; we are pleased to submit this RFP response and proposal to offer a complete replacement of your MFP fleet.

As a supplier of multi-function printer equipment to SUNY Geneseo for more than (9) years, TBS has a working knowledge of your organization and its needs, and enjoys our working relationship. During the process of handling your current fleet we have visited all of your departments. We have a great deal of experience with your departments, with an understanding of their needs and cultures.

As you review our references, you will note that TBS is represented in several Western and Central New York educational institutions. We know how to strategize, analyze, implement and manage an account the size and scope of SUNY Geneseo.

Why Toshiba Business Solutions?

- We are a local company, with headquarters in Rochester, NY.
- We have extensive experience serving several counties, city governments, and educational providers.
- We have the largest service team in Western and Central NY with 54 service personnel.
- Our previous track record and knowledge of your account allows us to maintain a high level of satisfaction.
- We are owned by a manufacturer; we are not just a dealer or distributor.
- Our parent company is a \$76 billion multi-national company with local management.

As you read through this response, you will see that we provide many advantages to your organization.

Regards,

**John M McBride**  
Director of Sales  
Toshiba Business Solution  
(585) 697-5549  
(585) 355-0206

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Toshiba Business Solutions is willing to enter into a contract with SUNY Geneseo under the contract terms contained within the NYS Contract award PT66615 and in addition providing a Differed Payment Plan for the 60 month term of this proposed contract

Further, Toshiba Business Solutions will comply with all provisions within the NYS Contract PT66615 and confirm there are no instances where "the firm" or any individuals working on this contract has a conflict of interest.

**John M McBride**  
Director of Sales  
Toshiba Business Solution

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## General

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### *Toshiba Business Solutions*

Toshiba Business Solutions is the entrepreneurial front end of a \$76 billion technology company, giving us the strength of a manufacturer and the flexibility of an entrepreneur. Local Corporate Headquarters, located at 180 Kenneth Drive Suite 200, Rochester, NY 14623 have been in operation for more than 50 years. As a wholly-owned subsidiary of Toshiba America Business Solutions, TBS retains autonomy with local leadership and local decision making taking place close to the clients. For you, that means less bureaucracy and red tape found in larger corporations that make everyone fit into the same mold. We value our ability to think globally and act locally to enhance the client experience.

Toshiba America Business Solutions, Inc. (TABS) manages product planning, marketing, sales, service support and distribution of copiers, printers, facsimiles, multi-function printing products, network controllers and toner products throughout the US, Mexico, Brazil, Latin America and the Caribbean.

Headquartered in Irvine, California, TABS was formed in October 1999 as an independent operating company of Toshiba Corporation, a world leader in high technology products with more than 300 major subsidiaries and affiliates worldwide. Toshiba Corporation has been in business more than 130 years and employs more than 203,000 people worldwide.

TABS employs over 3,000 employees who contribute to providing our customers with award-winning document imaging and production products, solutions and services. TABS consists of five divisions: Electronic Imaging Division, Toner Products Division, Document Solutions Engineering Division, Toshiba TEC America Retail Information Systems, Inc. (TTAR) and Toshiba Business Solutions (USA), Inc. (TBS,) a wholly owned subsidiary of TABS that operates a network of authorized service providers throughout the U.S., Mexico, Latin America, and the Caribbean. Internationally, Toshiba has a network of global subsidiaries and authorized service offices and distributors located on all continents. Today, Toshiba MFDs are used around the globe in more than 130 countries, with direct operations in 23 countries and are continuing to expand our sales and service offerings into other emerging markets such as Brazil and Russia. Our products have long been the preferred choice in North America, Europe and Japan, and we boast the #1 market share in China for the past nine years.

Toshiba's product lineup extends from standard friendly and secure monochrome and color MFDs to high-end devices that satisfy the high-speed, high quality color needs of large businesses. We also offer a number of document and security solutions directly and through strategic alliances, enhancing your employee productivity and document workflow. Toshiba has elite partnerships with HP and Lexmark and other strategic relationships with equipment manufacturers that include Fujitsu, KIP America, and others. Alliance partners such as Microsoft, Adobe, EFI, Drive, Nuance, Prism, DocuWare, ABBYY, Ringdale, PaperCut, Pharos, Fasoo, Preo, and other who enhance the capabilities of our e-STUDIO MFDs by combining document imaging, scanning, search and retrieval, variable data printing, reporting, security, and document management into a single device.

Beyond award-winning products, the fastest growing portion of Toshiba's portfolio is Managed Print Services, an area where we excel. We are continuing to invest in and refine our approach, infusing document workflow efficiencies, security, green practices, and strategic partnerships into our offering. Our MPS model represents a

true customer focused practice that incorporates everything from device management and maintenance of numerous product brands, to the supply of consumables, while addressing a corporate commitment to decrease paper consumption and power usage and eliminate waste. In 2005, our Encompass Document Analysis Program received the CIO Enterprise Value Award. Judging is based on business value criteria such as the strategic, customer, social, and financial impact as well as technical excellence.

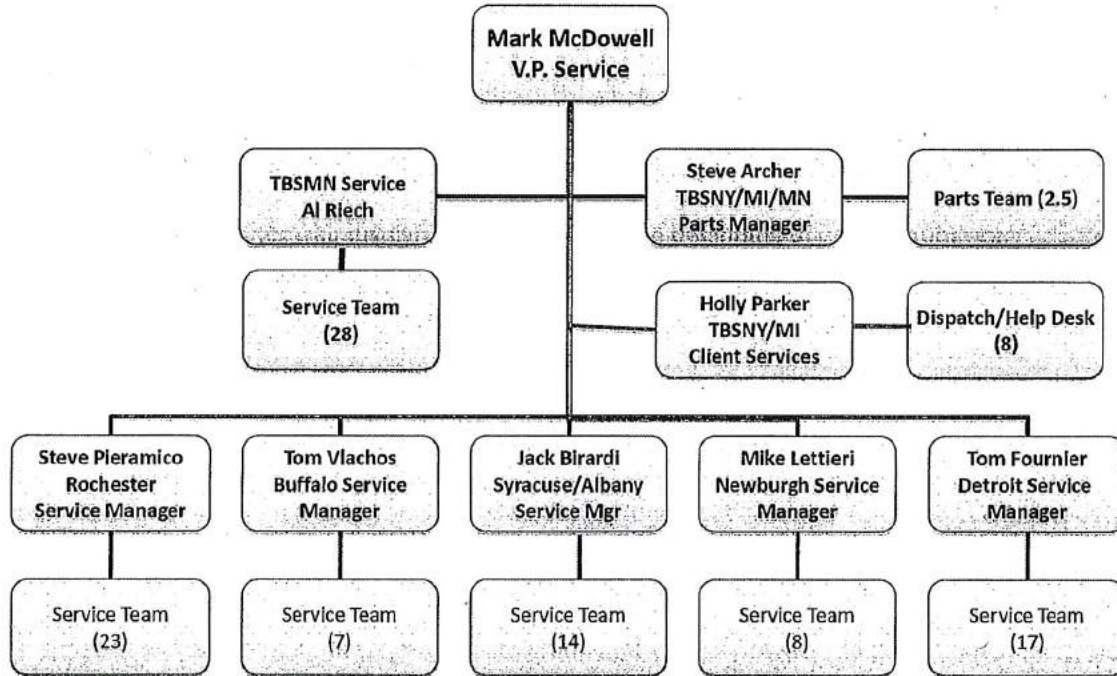
The customer is at the center of everything we do at Toshiba, and the philosophy that we apply to our products and services is based on the company's mission statement, which is to "Always exceed our customers' expectations by providing leading-edge imaging and information workflow products and services, while meeting our commitments to our shareholders, employees, and community."

In keeping with this company-wide philosophy, we view our business through the eyes of our customers and respond to their needs and expectations. Using various communication tools and technologies, we gather and analyze the voice of the customer to ensure we are responding to their ever-changing needs. As Managed Print Experts, we understand that our customers rely on us as valued business partners to provide real-world solutions to all their print management needs. We have combined our people and our technology to help them cut costs, secure their documents, green their environment, and work more efficiently.

As your current MFD equipment and service supplier, we strive to provide excellent service to the SUNY Geneseo Campus. Our headquarters in Rochester give us the ability to warehouse all service and support necessary to continue to offer that service. John McBride, our Director of Sales, has intimate knowledge of the campus and will continue to provide outstanding support to the account. Our Professional Services team has extensive knowledge of your document solution needs and is ready to support the integration and installation of all the proposed software on campus. With a service staff of 54 and a dedicated campus technician, we assure SUNY Geneseo will continue to receive the same level of dedication.

With Toshiba products currently placed at SUNY Geneseo, implementation of new devices will be seamless. We still recognize that on the campus exist many different cultures, and that staff members and students alike need to understand how this shift to a new upgraded product will affect their daily business. We will work closely with the college to develop a comprehensive communication plan that will announce Toshiba Business Solutions as your MFP vendor, provide the details our transition strategy and schedules, and promotes the features and benefits of our products and services. We will also host training sessions to ensure that employees and staff understand how to use the machines and more importantly, know the process to ensure prompt service in the event there are any problems. We will support you and help you manage the transition to ensure it is a seamless and positive experience campus wide.

Organizational Overview NY Service



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# Training

## Training Curriculum and Customer Satisfaction Benchmarking

We place a very high level of importance on end-user training. Toshiba has developed industry-leading training programs to ensure end-user adoption. Toshiba offers customized training in several areas, as appropriate. Initial training sessions will be held within two weeks of equipment delivery. All future and ongoing training will be provided at no additional expense to SUNY Geneseo.

In addition annual refresher training can be conducted at the beginning of each School year.

Training will be provided in the following areas.

### Dedicated Key Operator Training for New Toshiba Copiers

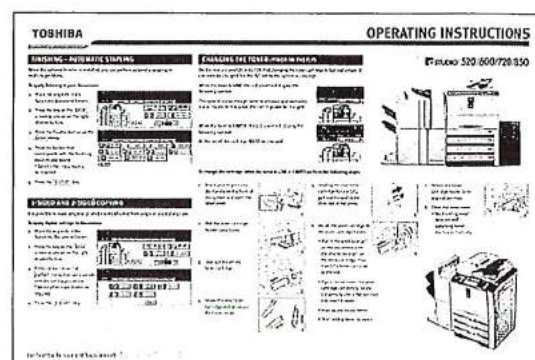
This training is designed to provide a dedicated person (“Key Operator”) with a more in-depth overview of the equipment than a basic user. An important objective of the training is to give the dedicated person(s) hands-on training in non-technical maintenance, such as replacing toner, and cleaning the glass. Each location will receive comprehensive training on the features, capabilities, and standard applications of the equipment. The initial Key Operator training session will be scheduled Monday-Friday, 8:00 a.m. – 5:00 p.m.

These sessions will occur immediately after installation and cover: How to add paper and staples; How to clear a miss-feed; How to place a service call; and how to order supplies.

### Basic Operator Training for New Toshiba Copiers

This training addresses the basic features and functions of the equipment. Each location will receive basic training for an unlimited number of people, per session. The initial Basic Operator training session will be scheduled Monday – Friday, 8:00 a.m. – 5:00 p.m. These sessions will occur immediately after installation and cover the following subjects:

- Feeder functionality and paper supplies
- How to make a copy from glass and/or computer
- How to make a duplex copy
- How to reprogram drawers
- Zoom features and functions
- Finishing options and exposure settings



**On-site training for staff after new device installation**

*Dedicated Key Operator Training, Basic Operator Training, & Connectivity training.*

Toshiba will provide the following easy to understand instructional tools: Users Manual, an Operating Instructions Poster, and a Fast Start Users Guide. Toshiba's Operating Instructions Poster can be posted near the device as it helps walk end-users through the process of performing common tasks, and thereby increases their comfort level with the new device.

**For On-going Training, Toshiba has developed On-line Tutorials.**

On-line training for selected e-Studio models so that end users can familiarize themselves with product functionality at their own pace. Toshiba will provide additional on-site training on a mutually-agreed upon as-needed basis.

Through our website these trainings can be accessed 24hours a day.

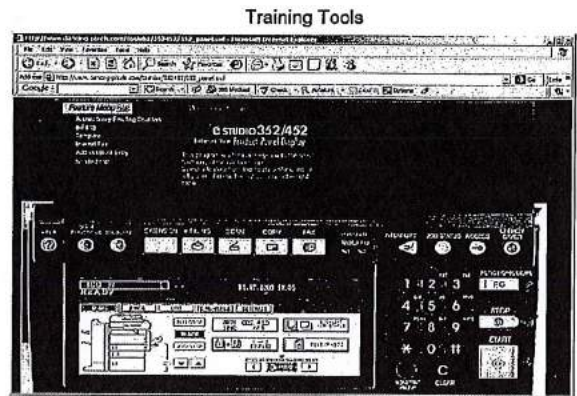
Toshiba has a self-paced web-training program that we can make available to *SUNY Geneseo*.

These tutorials are especially useful because they enable users to familiarize themselves with the equipment's functionality at their own pace.

Additionally, Toshiba can provide webinar training as needed.

**\*\*\*Toshiba will provide refresher training at the beginning of each school year to assist your staff as they return back from Summer break.**

**Additional onsite training is available at anytime by request with no additional expense to SUNY Geneseo.**



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## Service

Our Service Staff Locally consists of 54 Technicians. Your primary Technician will be Dan Travers and a Field Service Supervisor Dan Riedl will be assigned to oversee your account. All our Technicians are fully trained to handle the Toshiba and HP Product lines.

Field Service Technicians must have successfully completed the Toshiba technical training program and be factory-certified to work on the Toshiba models. Service Technicians attend Toshiba service schools, seminars, technical assistance programs and other training offered to stay current with the industry's changing technologies.

### What is the process to escalate a service issue?

All repeat service calls are escalated in the following order: through the dedicated technician to the Field Supervisor, and then to the Service Manager and Client Service Director.

During the course of normal business, service issues may arise that will require an on-site visit to resolve. Toshiba established the following guide to document and resolve issues in a timely manner. Although the areas requiring technical assistance are varied in degrees of severity and complexity, all situations are resolved following the same basic procedures.

The following actions will be taken:

Service Escalation Process	
Step 1	A request for technical assistance is received by the client service center at headquarters located on Kenneth Drive – Rochester New York
Step 2	The customer and the Solutions Provider are contacted to define the issue.
Step 3	The issue is researched using all available sources for possible resolution.
Step 4	On-site troubleshooting and repair of machine is performed, All affected parties are informed of resolution. If the issue is not resolved please refer to the TQC program.(Attachment) Holly Parker, our Director of Client Services, will step into the process until the issue is resolved to complete satisfaction.
Step 5	Resolution is documented on the Equipment Evaluation Report.
Step 6	Case closed after a final follow-up call is made to ensure the equipment is functioning properly and all parties are satisfied with the resolution.

Problems regarding service and equipment are generally resolved onsite with our service technicians or our IT Technicians. Our technicians have a helpdesk to call for onsite problems arising outside the normal parameters of day-to-day calls.

Service technicians will apply credits for copies related to the equipment malfunctioning and for and test pages made during service calls.

Web Print is fully integrated into PaperCut's standard print charging/accounting/quota process. It does not matter if you're a staff user allocating to a faculty or department account, or a student charging to their print quota, the user account allocation experience is the same as when printing from a networked desktop system.

Toshiba Business Solutions is a nationwide value add partner of PaperCut. Our Professional Services Team is prepared to provide the implementation and ongoing support for the PaperCut MF installation. The PaperCut NG currently running on campus will be upgraded to the MF version (MFD integration) with all settings and current configurations preserved.

Included in the PaperCut MF portion which is under a separate Request for Proposal Toshiba will provide the following:

- 10,000 Education users
- 95 Toshiba Embedded Licenses
- 20 Fast Release Station Licenses
- 5 years or annual upgrade assurance
- 5 years remote and phone support
- Unlimited number of printers monitored
- NelNet Payment Gateway Integration License

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## References

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### **Roberts Wesleyan College**

Brian Schneider / Director of Technology  
2301 Westside Drive  
Rochester, NY 14624  
585-594-6898  
45 + Toshiba MFPs / 100 + Printers  
[Brian\\_Schneider@roberts.edu](mailto:Brian_Schneider@roberts.edu)

### **Alfred University**

Donna Sturdevant- Procurement  
10 Upper College Drive  
Alfred, NY 14802  
607-871-2698  
80+ Toshiba MFDs  
[sturdevant@alfred.edu](mailto:sturdevant@alfred.edu)

### **Nazareth College of Rochester**

Joanie Fitzgerald / Director of Office Services  
4245 East Ave  
Rochester, NY 14618  
585-389-2070  
65 + Toshiba MFPs  
[Jfitzge0@naz.edu](mailto:Jfitzge0@naz.edu)

### **Pittsford Central School District**

Melissa Julian / Director of Technology  
75 Barker Road  
Rochester, NY 14534  
585-267-1080  
20 + Toshiba MFPs  
[Melissa\\_Julian@pittsford.monroe.edu](mailto:Melissa_Julian@pittsford.monroe.edu)

### **Spencerport Central School District**

Michael Rehbaum / Director of Technology  
71 Lyell Avenue  
Spencerport, NY 14559  
585-349-5161  
45 + Toshiba MFPs / 100 Printers  
[mrehbaum@spencerportschools.org](mailto:mrehbaum@spencerportschools.org)



## Cost Proposal - See attached spreadsheet

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### Cost proposal inclusive of the following:

All costs for the MFD identified in Differed Payment Plan for this RFP are based on a 60-month term.

Black and white and color "Per Copy/Print Rates" to provide Managed Print Services (MPS) on the Multifunctional Devices (MFD), as described in the attached spreadsheet are as follows.

Black & White images invoiced monthly at the rate of .0041 per image.

Color images invoiced monthly at the rate of .0429 per image.

These rates will be locked for the term of the agreement of 60 Months

### Pricing includes:

All parts and onsite maintenance provided by factory-trained technicians.

All consumable supplies (i.e., toner, fuser, drums, waste containers, maintenance kits)  
Paper and staples excluding.

All equipment delivery costs.

All shipping and delivery of consumable supplies.

Initial, ongoing, and annual training for College staff

All MFD are to be equipped with hard drive data erase feature at no additional cost.

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MFD Replacement List - 2017 - 2021

DEPARTMENT NAME	LOCATION	CURRENT MODEL	S/N	Proposed	NYS Pricing	DPP Payment	TBS AMV BY	TBS AMV COLOR	METER READING	AVE. MO. VOLUME	Proposed Rate	Proposed Color Rate	COMMENTS
<b>Band Level 1 - Black &amp; White/Small Workgroup A (125 ppm)</b>													
1 Central Receiving	Clark 108	eStudio 256	C2A211214	e3500A	\$1,818.34	\$63.87	636		35,343	631	0.0041	0.0428	S
2 Health & Counseling Services - Reception BW	Lauderdale 116	eStudio 256	C2A211133	e3500A	\$1,818.34	\$63.87	473		36,000	455	0.0041	0.0428	S
3 Health & Counseling Services - Reproductive Ctr.	Lauderdale 216	eStudio 256	C2A211052	e3500A	\$1,818.34	\$63.87	440		34,438	601	0.0041	0.0428	S
4 Mail Services - Staff device	CU 109	eStudio 204C	C2A211226	e3500A	\$1,818.34	\$63.87	316		15,038	276	0.0041	0.0428	U
5 <del>Health Services - Staff device</del>	Milne Lower Level	eStudio 256	C2A211095	e3500A	\$1,818.34	\$63.87	2008		53,464	972	0.0041	0.0428	S
<b>Band Level 2 - Black &amp; White/Small to Medium Workgroup A (225 ppm)</b>													
6 Admissions	Doty 200C	eStudio 356	C2A210902	e3500A	\$3,898.34	\$66.64	1895		104,263	1,882	0.0041	0.0428	S
7 Athletic Coaches	Schroder Hall 131	eStudio 257	CEHE31895	e3100A	\$3,998.34	\$66.64	2464		23,251	2,583	0.0041	0.0428	S
8 Athletic Offices	Merrill 105 - Athletic Training Room	eStudio 3540C	CQA210290	e3100A	\$3,998.34	\$66.64	1349	1488	175,270	3,187	0.0041	0.0428	D
9 Career Services	Erwin Hall 119	eStudio 456	C2A210125	e3100A	\$3,998.34	\$66.64	481		55,165	985	0.0041	0.0428	S
10 Center for Community	College Union 354	eStudio 356	C2A210539	e3500A	\$4,289.34	\$71.16	3565		220,170	3,932	0.0041	0.0428	S
11 Milne Library - Info Delivery Services	Milne 108 (Toshiba has in Milne 201)	eStudio 325	C2A210731	e3800A	\$3,998.34	\$66.64	1804		100,546	1,836	0.0041	0.0428	S
12 Milne Library - Reference/Circulation Staff	Milne 201A	eStudio 356	C2A210720	e3500A	\$3,998.34	\$66.64	3005		338,375	2,516	0.0041	0.0428	S
13 Music	Brodie Hall 101	eStudio 256	C2A211239	e3500A	\$4,289.34	\$71.16	3065		275,193	4,914	0.0041	0.0428	U
14 Theatre, Dance, Art History & Galleries	Brodie Hall 231	eStudio 256	C2A211261	e3500A	\$4,289.34	\$71.16	5213		150,617	2,699	0.0041	0.0428	U
<b>Band Level 3 - Black &amp; White/Medium Workgroup (343 ppm)</b>													
15 Student Life Office- Main Office (formerly College Union & Activities and Res Life) added meter reading from former Res Life device network	College Union 321	eStudio 356	C2A210650	e4000A	\$4,653.34	\$76.72	4091		382,121	6,924	0.0041	0.0428	U
<b>Band Level 4 - Black &amp; White/Medium to Large Workgroup A (65 ppm)</b>													
16 Chemistry - Copy Room	ISC 302C	eStudio 556	CGA210221	e5500A	\$7,118.98	\$118.65	11730		553,561	9,737	0.0041	0.0428	S
17 Geology (and Physics & Astronomy)	ISC 235C	eStudio 556	CGA210559	e5500A	\$7,118.98	\$118.65	13524		752,538	13,319	0.0041	0.0428	S
18 Psychology	Bailey 123	eStudio 556	CGA210560	e5500A	\$7,118.98	\$118.65	19184		323,476	5,776	0.0041	0.0428	S
<b>Band Level 5 - Black &amp; White/Large Workgroup (65 ppm)</b>													
19 Mathematics	South Hall 333	eStudio 556	CGA210276	e5500A	\$7,388.98	\$123.27	17074		994,221	18,077	0.0041	0.0428	U
20 School of Education	South Hall 216	eStudio 556	CGA210235	e5500A	\$7,388.98	\$123.27	25723		1,253,698	22,790	0.0041	0.0428	U
21 <del>Health Services - Staff device</del>	Milne Main Floor (Help Desk)	eStudio 356	C2A210622	e4000A	\$7,307.98	\$118.47	6185		49,328	7,047	0.0041	0.0428	U
<b>Band Level 6 - Black &amp; White/High Speed Publishing/Large Workgroup (110 ppm)</b>													
22 Central Duplicating Center	Welles Hall 13	eStudio 1103	JFK110094	e1037	\$40,035.00	\$510.25	61934		3,589,123	65,257	0.0041	0.0428	S
<b>COLOR DEVICES</b>													
<b>Band Level 7 - Color/Small Workgroup (20 ppm)</b>													
23 Facilities Planning	Schroder Hall 102C	eStudio 2040C	CJE113437	e2000AC	\$3,987.98	\$66.47	997	628	114,577	2,033	0.0041	0.0428	S
24 Grants Management & Sponsored Research	Erwin Hall 202	eStudio 2040C	CJE337638	e2000AC	\$3,987.98	\$66.47	1359	770	83,739	2,326	0.0041	0.0428	S
25 Health Services (satellite office)	Sturges 212A (Toshiba has access to Sturges 211)	eStudio 456	C2A110031	e2000AC	\$3,987.98	\$66.47	2200		189	189	0.0041	0.0428	USS
26 International Student Services	Erwin Hall 218	eStudio 204L	C2A211334	e2000AC	\$3,987.98	\$66.47	2137		127,058	2,269	0.0041	0.0428	U
27 New Student Programs	Erwin Hall 210	eStudio 256	C2A211107	e2000AC	\$4,254.98	\$70.18	2500		900	900	0.0041	0.0428	USS
28 Small Business Development Center	Doty 119	eStudio 256	C2A211035	e2000AC	\$3,987.98	\$66.47	897		45,266	808	0.0041	0.0428	U
29 Sustainability Office	Dike Hall C 6	eStudio 204L	C2A211315	e2000AC	\$3,987.98	\$66.47				1,887	0.0041	0.0428	U
<b>Band Level 8 - Color/Medium Workgroup (20 ppm)</b>													
30 Access Opportunity Program	Sturges 121D	eStudio 256	C2A211079	e3000AC	\$5,955.34	\$94.27	2303		136,054	2,474	0.0041	0.0428	U
31 Accounting & Budget Services	Doty Hall 305	Lewmark 736	9143218	e3000AC	\$5,655.34	\$94.27	1439	590	118,029	2,030	0.0041	0.0428	USS
32 Bailey Hall Lobby Area	Bailey Lobby	eStudio 2525C	CX2175672	e3000AC	\$5,655.34	\$94.27	1553		34,693	620	0.0041	0.0428	S
33 Center for Community	College Union 353	Lewmark	9143951	e3000AC	\$5,627.34	\$94.27	743		35,125	639	0.0041	0.0428	USS
34 Center for Inquiry, Discovery, and Development	Doty 303	eStudio 3540C	CQA218215	e3000AC	\$5,655.34	\$94.27	1639	1570	146,933	2,624	0.0041	0.0428	D
35 CIT (Newton Hall)	Newton 127A	eStudio 2540C	CH1118258	e3000AC	\$5,655.34	\$94.27	230	316	23,645	695	0.0041	0.0428	S

Department	Location	Room	Device	Model	Unit Cost	Quantity	Est. Cost	Requester	Justification	Status	Notes
38 Financial Aid	Erwin 104	Doy 318	eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
39 Human Resources	ISC Outside 222		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
40 Integrated Science Center	ISC Outside 222		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
41 Languages & Literature	Welles Hall 211		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
42 Mathematics	South Hall 304		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
43 Miller Library - Main Office	Miller 214		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
44 Miller Library - Tech Serv	Miller Main Level		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
45 Miller Library - Technical Staff	Miller 108		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
46 President's Office	Doy 310		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
47 Provost's Office	Erwin 207		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
48 Registrar's Office	Erwin Hall 102A		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	Installed Jan 2015
49 School of Education (Teaching Education)	South Hall 111		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
50 Student Accounts	Erwin Hall 109F		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
51 Student Care Services (Tamara Kenney)	Stages 203		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
52 Student Life Office - Main Office	College Union 321		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
53 University Police	Schaefer Hall 20		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
54 VP Student & Campus Life	Doy 316A		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	Installed July 2015
Band Level 9 - Color/Medium to Large Workgroup A (33 ppm)	Bayley 138		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	Estimated volume; staff has doubted due to merger with the title
55 Anthropology	ISC 205		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
56 Biology Faculty Offices	ISC 205		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
57 Biology Faculty Offices	ISC 205		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
58 Campus Events & Scheduling and Disability Services	Erwin Hall 23		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
59 Career Services	Erwin Hall 119		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
60 Chemistry Faculty Offices	ISC 326B		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
61 CIT - Main Office	South Hall 119		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
62 CIT - South Hall Student Lab	South Hall 225		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	Needs to be able to print large graphic files efficiently
63 Dean of the College	Erwin Hall 186		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
64 Facilities Services Work Control Ctr.	Clark 115		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
65 Geography	Bayley 227		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
66 Health & Counseling Services - Reception Hallway	Lauderdale 124		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
67 Health & Counseling Services (Counseling)	Lauderdale 209		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
68 Health & Counseling Services (Education)	Erwin Hall 221		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
69 Institutional Research	Miller Library - Circulation		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
70 Miller Library - Circulation	Miller Circulation Guest		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
71 Philosophy	Welles Hall 103		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
72 Physics - Faculty Offices	ISC 228		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
73 Physics - Faculty Offices	ISC 235		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
74 Political Science & International Relations	Welles Hall 2A		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	No hole punch needed
75 Procurement & Property Control Services (Shared 3rd Fl)	Doy Hall 317		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
76 Provost Office	Erwin Hall 207		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	Do they need a hole punch?
77 School of Education	South Hall 218		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
78 Study Abroad (and ISB)	Erwin Hall 217F		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
79 Theatre, Dance, Art History, and Studio Art	Brodie Hall 229		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
80 Theatre, Dance, Art History, and Studio Art (Copy Room)	Brodie Hall 173		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
Band Level 10 - Color/Medium to Large Workgroup B (35 ppm)	College Union 112		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
81 CoPA (CIT relocated from Mail Services Lobby)	College Union 112		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
82 English	Welles Hall 227		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	Does this device need to be faster? Orig. device
83 History - Color	Welles Hall 26A		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	Do they need a hole punch?
84 Psychology - Color	Brodie Hall 102		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
85 Music	Brodie Hall 102		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
86 Psychology - Color	Bayley 130		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
87 Sociology	Bayley 108		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	No hole punch needed per Joyce Pate
Band Level 11 - Color/Large Workgroup (65 ppm)	Doy Hall 214		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	
88 Communications & Marketing Publications	Doy Hall 214		eStudio 3540C	C7A211233	\$6,656.34	394.27	4488			U	Need to print larger than ledger size. At least 12" x 18", but 12" x 18" would be ideal. Ruled printing from drawer rather than bypass. Wants faster printing. Quality of printing is most important. Printing "breaks" rather than high volume.

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for Advancement	Duty Hall 215	eStudio 200C	CJF1E3702	e500ACT	\$10,540.38		1879	6221	292718	5,316	0.0041	0.0429	U	Want to feel different (no paper & card stock, higher quality color, saddle-stitch folder, multi-position hole punch
76 Athletic Offices	Meritt Hall 225	eStudio 456	CZA210169	e500ACT	\$9,329.98	\$165.50	6024		377,481	10,500	0.0019	0.0429	U	
77 Biology - Copy Room	ISC 332C	eStudio 5510C	CBA214453	e500ACT	\$9,929.98	\$165.50	6126	5250	713,300	12,309	0.0043	0.0429	S	
92 Admissions	Doty 200C	eStudio 5510C	CBL114265	e500ACT	\$9,929.98	\$165.50	5439	9220	842,555	15,017	0.0041	0.0429	S	
93 Communication Department (academic)	Blake B 114	eStudio 455	CZA210251	e500ACT	\$9,929.98	\$165.50	10871		776,438	13,815	0.0041	0.0429	X	LLD
		Lexmark	942414P	No replacement			277							
94 [Redacted]	[Redacted]				\$9,841.98	\$169.70					0.0041	0.0429		
95 School of Business	South Hall 115A	eStudio 556	CGA210121	e500ACT	\$9,841.98	\$169.70	27378		1,492,959	22,145	0.0041	0.0429	ULD	1 device okay & no hole punch needed, per Beth
96 School of Business	South Hall 106	Lexmark	963458 IG	e500ACT	\$9,841.98	\$169.70	6810							
Band Level 12 - Color/Large Workgroup - Milne Library (55 ppm)					\$4,820.98	\$113.88					0.0041	0.0429		
Band Level 13 - Color/Extra Large Workgroup - Milne Library (65 ppm)					\$7,107.88	\$116.47					0.0041	0.0429		
Band Level 16 - Color/Extra Large Workgroup - Duplicating Center (65 ppm)							0				0.0041	0.0429		
99 Central Duplicating Center	Wells Hall 13	eStudio 6540CT	CCF211802	e800EACT	\$11,666.98		2826	44617	2,189,538	41,610	0.0041	0.0429		Want to see a different look, have knowledge of front and back of different weights, ability to duplicate usage on page of a report to return or attach to notes from meeting of the page for the 5000 has a hole for hole
					\$194.45									
					\$661,203.80	\$11,021.85	0							
					\$11,021.85									

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Coming Tower, Empire State Plaza, Albany, NY 12242 | <http://nyspro.ogs.ny.gov> | [customer.service@ogs.ny.gov](mailto:customer.service@ogs.ny.gov) | 518-474-6717

# Contract Award Notification

<b>Title</b>	: <b>Group 75525 – Printing and Imaging Equipment (Statewide)</b>
	<b>Classification Code(s): 43 and 44</b>
<b>Award Number</b>	: <b><u>22661-E*</u></b>
<b>Contract Period</b>	: <b>September 1, 2014 to August 31, 2017 with option to renew</b>
<b>Bid Opening Date</b>	: <b>February 19, 2014</b>
<b>Date of Issue</b>	: <b>September 25, 2014 (Revised April 18, 2016) Updated Information is in Red</b>
<b>Specification Reference</b>	: <b>As Incorporated In The Contract</b>
<b>Contractor Information</b>	: <b>Appears on Page 2 of this Award</b>

### Address Inquiries To:

State Agencies & Vendors	Political Subdivisions & Others
<b>Name</b> : Jennifer L. Clapham <b>Title</b> : Contract Management Specialist I <b>Phone</b> : 518-474-2906 <b>E-mail</b> : <a href="mailto:jennifer.clapham@ogs.ny.gov">jennifer.clapham@ogs.ny.gov</a>	New York State Procurement Customer Services <b>Phone</b> : 518-474-6717 <b>E-mail</b> : <a href="mailto:customer.services@ogs.ny.gov">customer.services@ogs.ny.gov</a>

The New York State Procurement values your input.  
 Complete and return "Contract Performance Report" at end of document.

### Description

This award will provide State Agencies and Authorized Users with the opportunity to purchase Printing and Imaging Equipment.

PR # 22661

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<u>CONTRACT #</u>	<u>CONTRACTOR</u>	<u>FED.IDENT.#</u> <u>NYS VENDOR ID#</u>
PT66608	Kyocera Document Solutions America, Inc.	952819506 100009816
<u>All orders and remittances</u> are to be directed to the Contractor.		
PT66609	Lexmark International, Inc.	061308215 100005372
<u>All orders and remittances</u> are to be directed to the Contractor or the authorized Reseller approved under the Contract.		
PT66610	Oki Data Americas, Inc.	223630684 1000044520
<u>All orders and remittances</u> are to be directed to the authorized Resellers approved under the Contract.		
PT66612	Ricoh USA, Inc.	230334400 1000030648
<u>All orders and remittances</u> are to be directed to the Contractor or the authorized Reseller approved under the Contract.		
PT66613	Samsung Electronics America, Inc.	132951153 1100119185
<u>All orders and remittances</u> are to be directed to the authorized Resellers approved under the Contract.		
PT66614	Sharp Electronics Corporation	131968872 1000054628
<u>All orders and remittances</u> are to be directed to the Contractor.		
PT66615	Toshiba America Business Solutions, Inc.	330865305 1000009105
<u>All orders and remittances</u> are to be directed to the Contractor or the authorized Reseller approved under the Contract.		
PT66616	Xerox Corporation	160468020 1000014781
<u>All orders and remittances</u> are to be directed to the Contractor or the authorized Reseller approved under the Contract.		

For complete Contractor and Reseller contact information, Contract Terms and Conditions, and Pricelists for this award, please see the Contractor Information pages located on the OGS website at:  
<http://ogs.ny.gov/purchase/snt/awardnotes/7552522661Can.htm>.

**GROUP 75525 – AWARD 22661**  
**Printing and Imaging Equipment**  
 Contract Period: September 01, 2014 - August 31, 2017

OGS CONTRACT NUMBER	CONTRACTOR INFORMATION		CONTRACT SPECIFICS
PT66610	Oki Data Americas, Inc. 2000 Bishops Gate Blvd Mt. Laurel, NJ 08054  Fed ID #: 223630684 NYS Vendor ID #: 1000044520	Chris Hans Phone: (856) 222-5925 or Cell: (518) 527-7251 Fax: n/a E-Mail: chris.hans@okidata.com	<u>Executed Contract Terms and Conditions</u>  <u>Pricelist</u>  <u>Contractor and Reseller Information</u>
PT66612	Ricoh USA, Inc. 70 Valley Stream Pkwy Malvern, PA 19355  Fed ID #: 230334400 NYS Vendor ID #: 1000030648	Mike Pallotta Phone: (978) 621-1276 Fax: (973) 882-2219 E-Mail: mike.pallotta@ricoh-usa.com	<u>Executed Contract Terms and Conditions</u>  <u>Pricelist</u>  <u>Deferred Payment Plan</u>  <u>Contractor and Reseller Information</u>
PT66613	Samsung Electronics America, Inc. 85 Challenge Road Ridgefield Park, NJ 07660  Fed ID #: 132951153 NYS Vendor ID #: 1100119185	Wendy Crowe Phone: (859) 685-7806 Fax: (800) SAM4BIZ E-Mail: wcrowe@sea.samsung.com	<u>Executed Contract Terms and Conditions</u>  <u>Pricelist</u>  <u>Contractor and Reseller Information</u>
PT66614	Sharp Electronics Corporation One Sharp Plaza Mahwah, NJ 07495  Fed ID #: 131968872 NYS Vendor ID #: 1000054628	Allison Terry Phone: (201) 529-8200 Toll Free: (800) 813-6127 Fax: (201) 529-8815 E-Mail: SNAPCustomerservice@sharpsec.com	<u>Executed Contract Terms and Conditions</u>  <u>Pricelist</u>  <u>Deferred Payment Plan</u>  <u>Contractor and Reseller Information</u>
PT66615	Toshiba America Business Solutions, Inc. 969 Route 46 East, 5th Floor Parsippany, NJ 07054  Fed ID #: 330865305 NYS Vendor ID #: 1000009105	Bill Imbesi Toll Free: (888) 343-6245, Extension 5009 Fax: (949) 462-2557 Email: william.imbesi@tabs.toshiba.com	<u>Executed Contract Terms and Conditions</u>  <u>Pricelist</u>  <u>Deferred Payment Plan</u>  <u>Contractor and Reseller Information</u>
PT66616	Xerox Corporation 100 Clinton Avenue South Rochester, NY 14644  Fed ID #: 160468020 NYS Vendor ID #: 1000014781	C. Yvonne Hickey Phone: (857) 241-6317 Fax: (860) 683-7331 E-Mail: Yvonne.hickey@xerox.com	<u>Executed Contract Terms and Conditions</u>  <u>Pricelist</u>  <u>Contractor and Reseller Information</u>