

Lanier Worldwide Pricing Proposal
Prepared For Georgia Technology Authority (State of Georgia)
Digital MFP w/ Color Purchase Pricing

Model / Description	Lanier Product Number	List Purchase Price \$	Purchase Price \$	% Disc. From List	Base + Clicks Service						FMV Lease Plans			
					Service Plan Level	Annual Base Charge \$	MONTHLY B&W Click Allowance	MONTHLY COLOR Click Allowance	B&W Click Charge \$	COLOR Click Charge \$	Monthly Payment Amount \$			
											24 Mos	36 Mos	48 Mos	60 Mos
LD430c Digital Copy / Scan / Print System (30/30 PPM)	216-1215	12,550.00	6,651.50	47%	89	240.00	ZERO	ZERO	0.0090	0.0850	344.99	231.19	196.20	175.78
					91	2,550.00	25,000	ZERO	0.0085	0.0850	537.49	423.69	388.70	368.28
Required Set Up Fee	480-0093	845.00	645.00								31.51	20.48	17.09	15.11
BN3000 1-Bin Tray	216-7159	322.00	186.76	42%		-					9.13	5.93	4.95	4.37
SH3000 Internal Shift Tray	216-7161	322.00	186.76	42%		-					9.13	5.93	4.95	4.37
SR3010 Finisher (500 Sheet / 30 Sheet Stapling)	216-1237	1,032.00	598.56	42%		-					29.25	19.00	15.86	14.02
SR790 Finisher (1,000 Sheet / 50 Sheet Stapling)	479-1333	1,410.00	817.80	42%		-					39.96	25.97	21.66	19.15
SR3000 Booklet Finisher (50 Sheet Stapling)	216-1236	3,000.00	1,740.00	42%		260.00					106.68	76.91	67.76	62.42
PU3000 Punch Kit for SR3000	216-7163	729.00	422.82	42%		-					20.66	13.42	11.20	9.90
Finisher Bridge Unit BU3000	216-7160	196.00	113.68	42%		-					5.55	3.61	3.01	2.66
Copy Data Security Unit Type A	481-0933	755.00	437.90	42%		-					21.40	13.90	11.60	10.26
Data OverWrite Security Unit Type D	216-7093	400.00	232.00	42%		-					11.34	7.37	6.15	5.43
Keycounter Bracket Type H	481-0105	95.00	55.10	42%		-					2.69	1.75	1.46	1.29
PB3000 Paper Bank (2 x 500 Sheet)	216-7157	1,256.00	728.48	42%		-					35.59	23.13	19.30	17.06
PB3010 Large Capacity Tray (2 x 1,000 Sheet)	216-7158	1,461.00	847.38	42%		-					41.40	26.90	22.45	19.85
Cabinet Stand FAC30	216-7185	195.00	113.10	42%		-					5.53	3.59	3.00	2.65
<i>Fax Accessories</i>														
Fax Option Type C3000	216-7167	1,123.00	651.34	42%		-					31.82	20.68	17.25	15.25
G3 Interface Unit Type C3000	216-7168	693.00	401.94	42%		-					19.64	12.76	10.65	9.41
32 MB Memory Expansion	481-0174	185.00	107.30	42%		-					5.24	3.41	2.84	2.51
Optional Handset	481-0393	70.00	40.60	42%		-					1.98	1.29	1.08	0.95
<i>Print Accessories</i>														
PostScript 3 Option Type C3000	216-7169	1,260.00	730.80	42%		-					35.71	23.20	19.36	17.12
File Format Converter Type C	481-7053	600.00	348.00	42%		-					17.00	11.05	9.22	8.15
MFP Web Browser Unit Type B	481-7059	85.00	49.30	42%		-					2.41	1.57	1.31	1.15
USB 2.0 Host Type A	481-7057	150.00	87.00	42%		-					4.25	2.76	2.30	2.04
IEEE 1284 (Parallel) Interface Board Type A	481-0786	99.00	57.42	42%		-					2.81	1.82	1.52	1.34
IEEE 1394 (Firewire) Interface Board Type B	481-0683	475.00	275.50	42%		-					13.46	8.75	7.30	6.45
IEEE 802.11b (Wireless LAN) Interface Kit Type H	481-0907	375.00	217.50	42%		-					10.63	6.91	5.76	5.09
BlueTooth Interface Type 2238	481-0789	360.00	208.80	42%		-					10.20	6.63	5.53	4.89
Camera Direct Print Card Type A	216-7170	60.00	34.80	42%		-					1.70	1.10	0.92	0.82
Delivery/Freight Charge	202-9808	165.00	165.00			-					8.06	5.24	4.37	3.86
Network Print Connect Fee	990-8612	250.00	250.00			-					12.22	7.94	6.62	5.86

Pricing does not include taxes.

Base + Clicks Service Plan:

1. Includes all parts and labor including drum.
2. Includes toners only (Excludes staples and paper).
3. See Lanier Master Agreement for specific service/maintenance terms and conditions.

Lease Plan:

1. Lease factors are subject to change with 30 days notice.
2. Lease payments will be higher in New Jersey, Illinois and Louisiana.
3. Lease includes service for the term (See note above for service plan).
4. See Lanier Master Agreement for specific lease terms and conditions.

*** Pricing does not include System Integration Charges which apply to all connected units & software products.