



Texas DIR Contract #DIR-CPO-4437

Category	Subcategory	MISCELLANEOUS MPS SERVICES / OPTIONS and OPTIONAL PRICING	Part/Service Number	MSRP	DIR Discount % off MSRP	Misc. Unit of Issue (Bundle, Each, Cost Per Copy, Monthly Lease, Monthly Rent, etc.)	Cost Per Unit	
Professional Services								
Technical and Implementation Services <1> <2>								
Services	Canon U.S.A. Technical Services (CIIS)	ECM Professional Services <1>, <2>	3340B047AA	\$308.00	35.06%	Hourly	\$201.50	
Services	Canon U.S.A. Technical Services (CIIS)	eCopy Professional Services <1>, <2>	3340B082AA	\$308.00	35.06%	Hourly	\$201.50	
Services	Canon U.S.A. Technical Services (CIIS)	Enterprise Imaging Platform Professional Services <1>, <2>	3340B064AA	\$308.00	35.06%	Hourly	\$201.50	
Services	Canon U.S.A. Technical Services (CIIS)	Forms and Print Professional Services <1>, <2>	3340B063AA	\$308.00	35.06%	Hourly	\$201.50	
Services	Canon U.S.A. Technical Services (CIIS)	Forms and Print Implementation Services <1>, <2>	3340B065AA	\$154.00	35.06%	Per Unit	\$100.75	
Services	Canon U.S.A. Technical Services (CIIS)	Forms and Print Implementation Services <1>, <2>	3340B066AA	\$1.54	35.06%	Per Unit	\$1.01	
Services	Canon U.S.A. Technical Services (CIIS)	Imaging & RM Professional Services <1>, <2>	3340B048AA	\$308.00	35.06%	Hourly	\$201.50	
Services	Canon U.S.A. Technical Services (CIIS)	Imaging & RM Implementation Services <1>, <2>	3340B035AA	\$154.00	35.06%	Per Unit	\$100.75	
Services	Canon U.S.A. Technical Services (CIIS)	Imaging & RM Implementation Services <1>, <2>	3340B071AA	\$1.54	35.06%	Per Unit	\$1.01	
Services	Canon U.S.A. Technical Services (CIIS)	Print IT Mgmt Professional Services <1>, <2>	3340B049AA	\$308.00	35.06%	Hourly	\$201.50	
Services	Canon U.S.A. Technical Services (CIIS)	Print IT Mgmt Implementation Services <1>, <2>	3340B072AA	\$154.00	35.06%	Per Unit	\$100.75	
Services	Canon U.S.A. Technical Services (CIIS)	Print IT Mgmt Implementation Services <1>, <2>	3340B079AA	\$1.54	35.06%	Per Unit	\$1.01	
Services	Canon U.S.A. Technical Services (CIIS)	Production Professional Services <1>, <2>	3340B051AA	\$308.00	35.06%	Hourly	\$201.50	
Services	Canon U.S.A. Technical Services (CIIS)	Security Professional Services <1>, <2>	3340B050AA	\$308.00	35.06%	Hourly	\$201.50	
Services	Canon U.S.A. Technical Services (CIIS)	unIFLOW Professional Services <1>, <2>	3340B058AA	\$308.00	35.06%	Hourly	\$201.50	
Services	Canon U.S.A. Technical Services (CIIS)	unIFLOW Professional Services <1>, <2>	3340B004AA	\$2,310.00	35.06%	Per Unit	\$1,511.25	
Customization Services <3>								
Services	Canon U.S.A. Technical Services (CIIS)	eCopy Custom Development (Small) <3>	2419B023AA	\$138.60	35.06%	Per Unit	\$90.69	
Services	Canon U.S.A. Technical Services (CIIS)	eCopy Custom Development (Large) <3>	2419B024AA	\$1,386.00	35.06%	Per Unit	\$906.75	
Services	Canon U.S.A. Technical Services (CIIS)	eCopy Custom Development (Connector) <3>	6315AC83AA	\$154.00	35.06%	Per Unit	\$100.75	
Services	Canon U.S.A. Technical Services (CIIS)	Production Solutions Custom Development <3>	3340B018AA	\$154.00	35.06%	Per Unit	\$100.75	
Support Services <4> <5>								
Services	Canon U.S.A. Technical Services (CIIS)	ECM Support <4>, <5>	3340B054AA	\$15.40	35.06%	Per Unit	\$10.08	
Services	Canon U.S.A. Technical Services (CIIS)	Production Support <4>, <5>	3340B053AA	\$15.40	35.06%	Per Unit	\$10.08	
Services	Canon U.S.A. Technical Services (CIIS)	Sales Force Support <4>, <5>	3340B070AA	\$15.40	35.06%	Per Unit	\$10.08	
Services	Canon U.S.A. Technical Services (CIIS)	unIFLOW Support <4>, <5>	3340B056AA	\$15.40	35.06%	Per Unit	\$10.08	
Services	Canon U.S.A. Technical Services (CIIS)	Solution Upgrade Assurance and Maintenance Services <4>, <5>	3340B019AA	\$154.00	35.06%	Per Unit	\$100.75	
MISCELLANEOUS MPS SERVICES / OPTIONS and OPTIONAL PRICING								
Professional Services								
Technical and Implementation Services <1> <2>								
Services	Canon U.S.A. Technical Services (CIIS)	General Custom Development <4>, <5>	2381B007AA	\$2,310.00	35.06%	Per Unit	\$1,511.25	
Services	Canon U.S.A. Technical Services (CIIS)	Customized Customer Training	3340B008AA	\$154.00	35.06%	Per Unit	\$100.75	
Services	Canon U.S.A. Technical Services (CIIS)	eCopy Product Training	6315A717AA	\$2,487.10	35.06%	End User	\$1,627.11	
Services	Canon U.S.A. Technical Services (CIIS)	eCopy Product Training	6315A718AA	\$2,487.10	35.06%	IT Staff	\$1,627.11	
Services	Canon U.S.A. Technical Services (CIIS)	eCopy Extended Support	6315A718AA	\$2,784.30	35.06%	Per Unit	\$1,808.46	
Services	Canon U.S.A. Technical Services (CIIS)	unIFLOW Technical Training Course	3340B048AA	\$1,532.30	35.06%	Per Unit	\$1,002.46	
Services	Canon U.S.A. Technical Services (CIIS)	Canon and Photo Partner Transformation Program	6366B001AA	\$29,260.00	35.06%	Per Unit	\$19,142.50	
Services	Canon U.S.A. Technical Services (CIIS)	POWRR Assessment	6366B002AA	\$10,010.00	35.06%	Per Unit	\$6,548.75	
Services	Canon U.S.A. Technical Services (CIIS)	MPS Success Workshops (Sales + Business)	6366B003AA	\$10,010.00	35.06%	Per Unit	\$6,548.75	
Services	Canon U.S.A. Technical Services (CIIS)	MPS Sales Success Workshop	6366B004AA	\$2,125.20	35.06%	Per Unit	\$1,390.35	
Services	Canon U.S.A. Technical Services (CIIS)	MPS Business Success Workshop	6366B005AA	\$1,817.20	35.06%	Per Unit	\$1,188.85	
Services	Canon U.S.A. Technical Services (CIIS)	MPS Success Mentoring	6366B006AA	\$10,472.00	35.06%	Per Unit	\$6,851.00	
Services	Canon U.S.A. Technical Services (CIIS)	MPS Insights Pro	6366B007AA	\$5,313.00	35.06%	Per Unit	\$3,475.88	
MISCELLANEOUS MPS SERVICES / OPTIONS and OPTIONAL PRICING								
Managed Document Services								
Discover, Analyze & Design Stage								
		Basic Device Utilization Assessment	Item #1	Resource Based*	N/A	Resource Based*	Resource Based*	Obtain device usage statistics. Service provided by CUSA Professional
		Basic Cost Summary Assessment	Item #2	Resource Based*	N/A	Resource Based*	Resource Based*	Cost Analysis Summary on findings from usage statistics and general
		Advanced Device Optimization Assessment	Item #3	Resource Based*	N/A	Resource Based*	Resource Based*	Detailed print device usage and end user tracking with Print Intelligence
		Advanced Device Optimization Assessment + On-Site Walk-through	Item #4	Resource Based*	N/A	Resource Based*	Resource Based*	Detailed device usage and end user tracking with Print Intelligence
		Advanced Device Optimization Design	Item #5	Resource Based*	N/A	Resource Based*	Resource Based*	Create an Optimized Design Plan for TCO reduction and Total Output
Deploy & Transition Stage								
		Hardware Implementation	Item #7	Resource Based*	N/A	Resource Based*	Resource Based*	Hardware: On-site deployment of hardware based on new design
		Software Implementation	Item #8	Resource Based*	N/A	Resource Based*	Resource Based*	Software: On-site deployment of Software based on new design.
Support & Manage Stage								
		Specialized Support services	Item #9	Resource Based*	N/A	Resource Based*	Resource Based*	Call Center Help Desk and national coverage for on-site service, billing
		Specialized Support services	Item #10	Resource Based*	N/A	Resource Based*	Resource Based*	Specialized support services such as Help Desk Escalation, specialized
		Asset Lifecycle Management	Item #11	Resource Based*	N/A	Resource Based*	Resource Based*	Service focused on designing a plan for managing the full lifecycle of
		Technical On-Site Labor	Item #12	Resource Based*	N/A	Resource Based*	Resource Based*	Full or part time technical support staff. Services may include
		Copy Print Center On-Site Labor	Item #13	Resource Based*	N/A	Resource Based*	Resource Based*	Full time copy print center operator staff. Resource can manage or
Evaluate & Review Stage								
		Evaluation and Review	Item #14	Resource Based*	N/A	Resource Based*	Resource Based*	Periodic evaluation service to ensure new design is achieving TCO
Complete Managed Document Solution Engagement								
		Complete MDS Package	Item #15	Resource Based*	N/A	Resource Based*	Resource Based*	Complete MDS Package includes: Advanced Assessment (#3 or 4).
*Resource Based means that depending of the specific customer requirements which are always going to be unique, we will apply an appropriate number of resources with potentially different skill								
Managed Document Services Resources								
Services	Canon U.S.A. Technical Services (CIIS)	Senior Project Manager	3340B067AA	\$346.50	35.06%	Hourly	\$226.69	
Services	Canon U.S.A. Technical Services (CIIS)	Project Manager	3340B009AA	\$288.75	35.06%	Hourly	\$188.91	
Services	Canon U.S.A. Technical Services (CIIS)	Senior Solution Consultant	3340B069AA	\$346.50	35.06%	Hourly	\$226.69	
Services	Canon U.S.A. Technical Services (CIIS)	Solution Consultant	3340B010AA	\$288.75	35.06%	Hourly	\$188.91	
Services	Canon U.S.A. Technical Services (CIIS)	Senior Solution Architect	3340B068AA	\$346.50	35.06%	Hourly	\$226.69	
Services	Canon U.S.A. Technical Services (CIIS)	Solution Architect	3340B011AA	\$288.75	35.06%	Hourly	\$188.91	
Services	Canon U.S.A. Technical Services (CIIS)	Solution Engineer	3340B012AA	\$231.00	35.06%	Hourly	\$151.13	
Services	Canon U.S.A. Technical Services (CIIS)	Solution Analyst	3340B013AA	\$231.00	35.06%	Hourly	\$151.13	
Services	Canon U.S.A. Technical Services (CIIS)	Solution Trainer	3340B014AA	\$231.00	35.06%	Hourly	\$151.13	
Services	Canon U.S.A. Technical Services (CIIS)	Application Developer	3340B015AA	\$192.50	35.06%	Hourly	\$125.94	
Services	Canon U.S.A. Technical Services (CIIS)	Operations Support	3340B016AA	\$63.14	35.06%	Hourly	\$41.31	
Services	Canon U.S.A. Technical Services (CIIS)	Onsite Facility Manager	3340B017AA	\$92.40	35.06%	Hourly	\$60.45	

- <1> All Technical & Implementation Services are Statement of Work based and require Canon Professional Services to provide estimated hours required per project.
- <2> Canon Professional Services **MUST** be engaged prior to any services order entry. All engagements required a Project ID with order submission.
- <3> Customization Services are based on level of effort and requirements assessed per project.
- <4> Support Services are provided on a points based system with points allocation based on the complexity of the solution being supported.
- <5> Allocated points are established on either a monthly or annual basis depending upon the engagement and support services being provided.

Managed Print Services: Cost Per Impression (CPI) Device Pricing

In the effort to provide Texas DIR and its members with the best pricing representative of their fleet of devices, Canon has established a price range for the expected CPI. The CPI low/high ranges have been established as a benchmark. The actual pricing the end customer will receive will not exceed the high CPI rates published in the table below. Variables that are taken into consideration

Maintenance and Support Services of Third Party Equipment	Low CPI
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	Mono	\$0.0033
	Mono on Color	\$0.0037
	Color	\$0.0366
Maintenance and Support Services of Third Party Equipment		High CPI
	Mono	\$0.0582
	Mono on Color	\$0.1186
	Color	\$0.4512

The following table provides examples of low-end and high-end CPI models.

Manufacturer	Low End CPI Models	High End CPI Models
Canon	imageRUNNER ADVANCE C72xx Series	imageRUNNER 17xx Series
	imageRUNNER ADVANCE C92xx Series	imageRUNNER ADVANCE C22xx Series
	imageRUNNER ADVANCE 82xx Series	
HP	LaserJet 43xx series	LaserJet 1xxx series
	LaserJet 9xxx series	Mono on color printers (all models)
	LaserJet CP4xxx series (color)	
Dell	5310	11xx series
	W5300	Mono on color printers (all models)
	51xx series (color)	12xx series (color)
		2145 (color)
Lexmark	T63x series	E26x series
	T64x series	E36x series
	X792 (color)	Mono on color printers (all models)
		X5xx series (color)
Okidata	B65xx series	B25xx series
	CX26xx series (color)	Mono on color printers (all models)
		C34xx series (color)
Xerox	45xx series	31xx series
	63xx series (color)	60xx series (color)
		Mono on color printers (all models)
Kyocera	FS - 3xxx series	FS - 13xx series
	FS - 4xxx series	Mono on color printers (all models)
	FS - 9xxx series	FS - 52xx series (color)
	FS - 85xx series (color)	

Device Re-Allocation

Item Code	Description	Texas DIR Price
TBD	Relocation of Device	\$150 - \$1800 /Device

As part of the account review process, over and underutilized devices may be identified. In order to maintain maximum efficiency of the fleet these devices may need to be relocated on the same. The Device Relocation Fee is for the de-installation of the device, transportation to the new location, and re-installation of the device at the new location. Canon has established the above price range for device re-allocation services as a bench mark. Variables that are taken into consideration in determining the price for reallocating devices are: Please note that rigging requirements will apply. Rigging refers to any inside delivery or removal from or to point of installation where adequate access (elevator) is not available, requiring