

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>					
ECM Professional Services <1>, <2>	3340B047AA	\$308.00	35.06%	Hourly	\$201.50
eCopy Professional Services <1>, <2>	3340B062AA	\$308.00	35.06%	Hourly	\$201.50
Enterprise Imaging Platform Professional Services <1>, <2>	3340B064AA	\$308.00	35.06%	Hourly	\$201.50
Forms and Print Professional Services <1>, <2>	3340B063AA	\$308.00	35.06%	Hourly	\$201.50
Forms and Print Implementation Services <1>, <2>	3340B065AA	\$154.00	35.06%	Per Unit	\$100.75
Forms and Print Implementation Services <1>, <2>	3340B066AA	\$1.54	35.06%	Per Unit	\$1.01
Imaging & RM Professional Services <1>, <2>	3340B048AA	\$308.00	35.06%	Hourly	\$201.50
Imaging & RM Implementation Services <1>, <2>	3340B035AA	\$150.00	35.06%	Per Unit	\$98.13
Imaging & RM Implementation Services <1>, <2>	3340B071AA	\$1.54	35.06%	Per Unit	\$1.01
Print IT Mgmt Professional Services <1>, <2>	3340B049AA	\$308.00	35.06%	Hourly	\$201.50
Print IT Mgmt Implementation Services <1>, <2>	3340B072AA	\$154.00	35.06%	Per Unit	\$100.75
Print IT Mgmt Implementation Services <1>, <2>	3340B073AA	\$1.54	35.06%	Per Unit	\$1.01
Production Professional Services <1>, <2>	3340B051AA	\$300.00	35.06%	Hourly	\$196.27
Security Professional Services <1>, <2>	3340B050AA	\$308.00	35.06%	Hourly	\$201.50
uniFLOW Professional Services <1>, <2>	3340B058AA	\$308.00	35.06%	Hourly	\$201.50
uniFLOW Professional Services <1>, <2>	3340B004AA	\$2,250.00	35.06%	Per Unit	\$1,679.17
Customization Services <3>					
eCopy Custom Development (Small) <3>	2419B023AA	\$138.60	35.06%	Per Unit	\$90.68
eCopy Custom Development (Large) <3>	2419B024AA	\$1,386.00	35.06%	Per Unit	\$906.75
eCopy Custom Development (Connector) <3>	6315AC83AA	\$154.00	35.06%	Per Unit	\$100.75
Production Solutions Custom Development <3>	3340B018AA	\$154.00	35.06%	Per Unit	\$100.75
Support Services <4> <5>					
ECM Support <4>, <5>	3340B054AA	\$15.40	35.06%	Per Unit	\$10.08
Production Support <4>, <5>	3340B053AA	\$15.00	35.06%	Per Unit	\$9.81
Sales Force Support <4>, <5>	3340B070AA	\$15.40	35.06%	Per Unit	\$10.08
uniFLOW Support <4>, <5>	3340B056AA	\$15.40	35.06%	Per Unit	\$10.08
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>					
General Custom Development <4>, <5>	2381B007AA	\$2,310.00	35.06%	Per Unit	\$1,511.25
Customized Customer Training	3340B008AA	\$154.00	35.06%	Per Unit	\$100.75
eCopy Product Training	6315A717AA	\$2,487.10	35.06%	End User	\$1,627.11
eCopy Product Training	6315A718AA	\$2,487.10	35.06%	IT Staff	\$1,627.11
eCopy Extended Support	6315A718AA	\$2,764.30	35.06%	Per Unit	\$1,808.46
uniFLOW Technical Training Course	3340B048AA	\$1,532.30	35.06%	Per Unit	\$1,002.46
Canon and Photizo Partner Transformation Program	6366B001AA	\$29,260.00	35.06%	Per Unit	\$19,142.50
POWRR Assessment	6366B002AA	\$10,010.00	35.06%	Per Unit	\$6,548.75
MPS Success Workshops (Sales + Business)	6366B003AA	\$10,010.00	35.06%	Per Unit	\$6,548.75
MPS Sales Success Workshop	6366B004AA	\$2,125.20	35.06%	Per Unit	\$1,390.35
MPS Business Success Workshop	6366B005AA	\$1,817.20	35.06%	Per Unit	\$1,188.85
MPS Success Mentoring	6366B006AA	\$10,472.00	35.06%	Per Unit	\$6,851.00
MPS Insights Pro	6366B007AA	\$5,313.00	35.06%	Per Unit	\$3,475.88

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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 Services to obtain network device usage statistics.
Basic Cost Summary Assessment	Item #2	Resource Based*	N/A	Resource Based*	Resource Based*	Cost Analysis Summary on findings from usage statistics and general cost factors. Includes Item #1.
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 Report. Detailed reporting for behavior of total environment. Includes Item #2.
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 Report. Detailed reporting for behavior of total environment. Includes walk-through on-site to account for locally connected (Non Networked) devices. Includes Item #3.
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 Management solution.
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 (Canon only)
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						
Support Services	Item #9	Resource Based*	N/A	Resource Based*	Resource Based*	Call Center Help Desk and national coverage for on-site service, billing and additional related support services.
Specialized Support services	Item #10	Resource Based*	N/A	Resource Based*	Resource Based*	Specialized support services such as Help Desk Escalation, specialized break fix, expanded hours of live support.
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 the total inventory of existing devices and the transition to the future state of the managed services environment.
Technical On-Site Labor	Item #12	Resource Based*	N/A	Resource Based*	Resource Based*	Full or part time technical support staff. Services may include supporting print operations, technical support, break-fix, and consumables management
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 assist with CRD operation.
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 expectations and SLA performance. Generally performed monthly or quarterly, providing customer with comparative analysis of achieved VS planned state.
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), Advanced Analysis and Design (#5), Hardware Implementation (#7), Software Implementation (#8), Support Services (#9), and Evaluation and Review Services (#14).

**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 sets and roles to deliver the identified requirements. The type of resource will depend on the aspect of work we will deliver. The resources and their rates are listed on this Price Sheet with the Header titled Managed Document Services Resources.*

Managed Document Services Resources					
Senior Project Manager	3340B067AA	\$346.50	35.06%	Hourly	\$226.69
Project Manager	3340B009AA	\$288.75	35.06%	Hourly	\$188.91
Senior Solution Consultant	3340B069AA	\$346.50	35.06%	Hourly	\$226.69
Solution Consultant	3340B010AA	\$288.75	35.06%	Hourly	\$188.91
Senior Solution Architect	3340B068AA	\$346.50	35.06%	Hourly	\$226.69
Solution Architect	3340B011AA	\$288.75	35.06%	Hourly	\$188.91
Solution Engineer	3340B012AA	\$231.00	35.06%	Hourly	\$151.13
Solution Analyst	3340B013AA	\$231.00	35.06%	Hourly	\$151.13
Solution Trainer	3340B014AA	\$231.00	35.06%	Hourly	\$151.13
Application Developer	3340B015AA	\$192.50	35.06%	Hourly	\$125.94
Operations Support	3340B016AA	\$63.14	35.06%	Hourly	\$41.31
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 bench mark. 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 in determining the CPI for a fleet of devices are items such as the age of device since manufacture date, cost of toner as it relates to yield, cost of parts, historical mean-time-between-failure and device service costs.

Maintenance and Support Services of Third Party Equipment	Low CPI
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 floor, within the building, or to another location covered by your MDS agreement.

· 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 items such as the type of device (printer or imageRUNNER), the on-site location (within the building or floor), or the distance to a new building (within 50 miles of the original location).

· 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 movement of equipment up stairways, through windows, etc. If rigging is required this will be quoted as an Open Market Item.