

Form No. DMB 234A (Rev. 1/96)
 AUTHORITY: Act 431 of 1984
 COMPLETION: Required
 PENALTY: Failure to deliver in accordance with Contract
 terms and conditions and this notice, may be considered
 in default of Contract

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 ACQUISITION SERVICES
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

September 29, 2005

CHANGE NOTICE NO. 7
 TO
 CONTRACT NO. 071B1001105
 between
 THE STATE OF MICHIGAN
 and

FAX (248) 474-3031

NAME & ADDRESS OF VENDOR IKON Office Solutions 26800 Meadowbrook Suite 101 Novi, MI 48377 sburch@ikon.com	TELEPHONE Steve Burch (248) 596-8013
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7374 Joan Bosheff
Contract Administrator: Joan Bosheff Analog Photocopying Equipment – Statewide	
CONTRACT PERIOD: From: November 1, 2000 To: November 1, 2006	
TERMS Net 30 Days	SHIPMENT 5 Business Days ARO
F.O.B. Delivered and Installed	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.

NATURE OF CHANGE (S):

Effective immediately, this contract is hereby EXTENDED through November 1, 2006. No new equipment can be acquired from this contract for State of Michigan agencies. Local units of government may continue to acquire digital equipment.

All other terms, conditions, and pricing remain unchanged.

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 ACQUISITION SERVICES
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

November 5, 2003

CHANGE NOTICE NO. 6
 TO
 CONTRACT NO. 071B1001105
 between
 THE STATE OF MICHIGAN
 and

FAX (248) 474-3031

NAME & ADDRESS OF VENDOR IKON Office Solutions 26800 Meadowbrook Suite 101 Novi, MI 48377 sburch@ikon.com	TELEPHONE Steve Burch (248) 596-8013
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7374 Joan Bosheff
Contract Administrator: Joan Bosheff Analog Photocopying Equipment – Statewide	
CONTRACT PERIOD: From: November 1, 2000 To: September 30, 2005	
TERMS Net 30 Days	SHIPMENT 5 Business Days ARO
F.O.B. Delivered and Installed	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.

NATURE OF CHANGE (S):

Effective immediately, the vendor's address has been changed to:

Ikon Office Solutions
26800 Meadowbrook Suite 101
Novi, MI 48377

All other terms, conditions, and specifications remain unchanged.

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 ACQUISITION SERVICES
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

July 29, 2003

CHANGE NOTICE NO. 5 (revised)
TO
CONTRACT NO. 071B1001105
between
THE STATE OF MICHIGAN
and

FAX (248) 474-3031

NAME & ADDRESS OF VENDOR IKON Office Solutions 41180 Bridge Street Novi, MI 48375	TELEPHONE Steve Burch (248) 596-8013
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7374 Joan Bosheff
Contract Administrator: Joan Bosheff Analog Photocopying Equipment – Statewide	
CONTRACT PERIOD: From: November 1, 2000 To: September 30, 2005	
TERMS Net 30 Days	SHIPMENT 5 Business Days ARO
F.O.B. Delivered and Installed	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.

NATURE OF CHANGE (S):

Please see highlighted changes.

Involuntary Reduction (Option #1):

- 1) Effective April 1, 2003 a 13% cost reduction is applied to ALL* IKON analog machines under this contract. This cost reduction is available with no change to the terms and conditions of the rental agreement. The credits for April and May will be reflected on the June invoices. Agencies will receive this reduction automatically from their monthly payment. See the attached revised pricing titled under "Option #1".

*The 11 highlighted items on the price sheet will need to have a new contract associated with them which will expire at the same time as the original contract but will allow IKON to offer a 13% savings. Please contact Carol Bertrand at 248-596-8060 at IKON for more information.

Option for Further Monthly Expenditure Reduction (Option #2):

- 2) At the agencies discretion, an additional 17% expenditure reduction is effective June 1, 2003 and is available with a lease commitment for 27 months. This would be in addition to the 13% cost reduction as described above and

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involves each agency signing a non-cancelable lease agreement with IKON that would expire on September 30, 2005. This contract has been extended to September 30, 2005 to accommodate this option. Agencies will receive this reduction from their monthly payment after a 27 month lease agreement is signed. Agencies will have until August 15, 2003 to decide to sign lease agreements effective June 1, 2003. Please contact Carol Bertrand at 248-596-8060 at IKON for more information. If an agency does not make a decision on or before July 15, 2003, agencies will achieve the savings as described in Option #1) only. See the attached revised pricing titled under "Option #2".

- 3) No new Ikon analog copier equipment will be acquired except for those that need to be replaced due to mechanical failure. The replacement must be with comparable equipment and will keep the same expiration date as the original equipment lease.

State of Michigan Analog Contract Price Reduction										Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below')			Option #2 - Reduced Monthly Minimum Volume and New 27 Month Lease Agreement		
Dept	LOCATION	CITY	ZIP CODE	MAKE	MODEL	Current Contract		Option #1			Option #2				
						Contracted Monthly Minimum Volume	Current Monthly Payment	Monthly Minimum Payment	\$ Savings	% Savings	Monthly Minimum Payment	\$ Savings	% Savings		
DEQ	624 W ALLEGAN	LANSING	48913 0001	Canon	6085	35000	\$ 805.00	\$ 700.35	\$ (104.65)	-13%	\$ 563.50	\$ (241.50)	-30%		
DEQ	17600 RYAN RD	DETROIT	48212 1155	Canon	6085	35000	\$ 805.00	\$ 700.35	\$ (104.65)	-13%	\$ 563.50	\$ (241.50)	-30%		
DEQ	565 W ALLEGAN	LANSING	48913 0005	Canon	6085	35000	\$ 805.00	\$ 700.35	\$ (104.65)	-13%	\$ 563.50	\$ (241.50)	-30%		
DEQ	17600 RYAN RD	DETROIT	48212 1155	Canon	6085	35000	\$ 805.00	\$ 700.35	\$ (104.65)	-13%	\$ 563.50	\$ (241.50)	-30%		
AG	120 N WASHINGTON SQ	LANSING	48853 1617	Canon	6085	35000	\$ 805.00	\$ 700.35	\$ (104.65)	-13%	\$ 563.50	\$ (241.50)	-30%		
AG	6520 MERCANTILE WAY STE 1	LANSING	48911 6957	Canon	6085	35000	\$ 1,047.00	\$ 910.89	\$ (136.11)	-13%	\$ 732.80	\$ (314.10)	-30%		
DCH	3611 BEMIS RD	YPSILANTI	48197 9307	Canon	6085	65000	\$ 1,047.00	\$ 910.89	\$ (136.11)	-13%	\$ 732.80	\$ (314.10)	-30%		
MDCD	11611 PINE LAKE RD	LANSING	48000 9225	Canon	6085	65000	\$ 1,047.00	\$ 910.89	\$ (136.11)	-13%	\$ 732.80	\$ (314.10)	-30%		
AG	120 N WASHINGTON SQ	LANSING	48853 1617	Canon	6085	35000	\$ 1,047.00	\$ 910.89	\$ (136.11)	-13%	\$ 732.80	\$ (314.10)	-30%		
MDCD	11611 PINE LAKE RD	PLAINWELL	48000 9225	Canon	6221	35000	\$ 157.00	\$ 136.59	\$ (20.41)	-13%	\$ 109.90	\$ (47.10)	-30%		
MDCD	11611 PINE LAKE RD	PLAINWELL	48000 9225	Canon	6221	35000	\$ 157.00	\$ 136.59	\$ (20.41)	-13%	\$ 109.90	\$ (47.10)	-30%		
MDCD	11611 PINE LAKE RD	PLAINWELL	48000 9225	Canon	6221	35000	\$ 157.00	\$ 136.59	\$ (20.41)	-13%	\$ 109.90	\$ (47.10)	-30%		
MDCD	603 W ALLEGAN ST FL 4	LANSING	48933 1504	Canon	6221	35000	\$ 157.00	\$ 136.59	\$ (20.41)	-13%	\$ 109.90	\$ (47.10)	-30%		
MDCD	11611 PINE LAKE RD	PLAINWELL	48000 9225	Canon	6221	35000	\$ 157.00	\$ 136.59	\$ (20.41)	-13%	\$ 109.90	\$ (47.10)	-30%		
MDCD	711 N SAGINAW ST STE 211	FUNT	48503 1753	Canon	6221	35000	\$ 179.00	\$ 155.73	\$ (23.27)	-13%	\$ 125.90	\$ (53.70)	-30%		
MSP	476 E CHICAGO ST	JONESVILLE	49250 1090	Canon	6221	5000	\$ 183.00	\$ 141.81	\$ (41.19)	-13%	\$ 114.10	\$ (48.90)	-30%		
DOC	9625 PIERCE RD	FREELAND	48623 8102	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
DOC	141 1ST ST	COLDWATER	49036 8600	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
DCH	PO BOX 30028	LANSING	48909 7528	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
DCH	1312 OAKLAND DR	KALAMAZOO	49008 1205	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
MDCD	9459 LAPEER RD	DAVISON	48423 1754	Canon	6221	5000	\$ 137.00	\$ 119.19	\$ (17.81)	-13%	\$ 95.90	\$ (41.10)	-30%		
DEQ	503 N EUCLID AVE STE 1	BAY CITY	48706 2965	Canon	6221	5000	\$ 137.00	\$ 119.19	\$ (17.81)	-13%	\$ 95.90	\$ (41.10)	-30%		
DNR	1732 W M 32	GAYLORD	49735 8177	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
DCH	1312 OAKLAND DR	KALAMAZOO	49008 1205	Canon	6221	5000	\$ 97.00	\$ 84.39	\$ (12.61)	-13%	\$ 67.90	\$ (29.10)	-30%		
MDCD	1049 PIERPOINT	LANSING	48913 0001	Canon	6221	5000	\$ 140.00	\$ 121.80	\$ (18.20)	-13%	\$ 96.00	\$ (42.00)	-30%		
DOC	3225 JOHN CONLEY DR	LAPEER	48446 2967	Canon	6221	5000	\$ 110.00	\$ 95.70	\$ (14.30)	-13%	\$ 77.00	\$ (33.00)	-30%		
DOC	47600 FIVE MILE RD	PLYMOUTH	48170 2487	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
MDCD	5777 ADAMS AVE	SAGINAW	48902 2904	Canon	6221	5000	\$ 97.00	\$ 84.39	\$ (12.61)	-13%	\$ 67.90	\$ (29.10)	-30%		
DOC	2450 CHAMBERS RD	CARO	48723 9217	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
DOC	19 4TH ST	COLDWATER	49036 9605	Canon	6221	5000	\$ 137.00	\$ 119.19	\$ (17.81)	-13%	\$ 95.90	\$ (41.10)	-30%		
DOC	38 4TH ST	COLDWATER	49036 8607	Canon	6221	5000	\$ 137.00	\$ 119.19	\$ (17.81)	-13%	\$ 95.90	\$ (41.10)	-30%		
DCH	1312 OAKLAND DR	KALAMAZOO	49008 1205	Canon	6221	5000	\$ 137.00	\$ 119.19	\$ (17.81)	-13%	\$ 95.90	\$ (41.10)	-30%		
DOC	141 1ST ST	COLDWATER	49036 8600	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
DOC	19 4TH ST	COLDWATER	49036 9605	Canon	6221	5000	\$ 86.41	\$ 75.18	\$ (11.23)	-13%	\$ 60.49	\$ (25.92)	-30%		
DOC	38 FOURTH STREET	COLDWATER	49036 8600	Canon	6221	5000	\$ 137.00	\$ 119.19	\$ (17.81)	-13%	\$ 95.90	\$ (41.10)	-30%		
DNR	8666 TWINKLAKES RD	VANDERBILT	48795 9767	Canon	6221	5000	\$ 110.00	\$ 95.70	\$ (14.30)	-13%	\$ 77.00	\$ (33.00)	-30%		
FIA	4626 OAKMAN BLVD	DETROIT	48204 2026	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
FIA	827 S HURON ST	CHEBOYGAN	49721 2209	Canon	6221	5000	\$ 137.00	\$ 119.19	\$ (17.81)	-13%	\$ 95.90	\$ (41.10)	-30%		
FIA	255 N SAGINAW ST	PONTIAC	48342 2057	Canon	6221	5000	\$ 137.00	\$ 119.19	\$ (17.81)	-13%	\$ 95.90	\$ (41.10)	-30%		
FIA	199 FERRY LN	SANT JONACE	49781 1739	Canon	6221	5000	\$ 137.00	\$ 119.19	\$ (17.81)	-13%	\$ 95.90	\$ (41.10)	-30%		
FIA	827 S HURON ST	CHEBOYGAN	49721 2209	Canon	6221	5000	\$ 137.00	\$ 119.19	\$ (17.81)	-13%	\$ 95.90	\$ (41.10)	-30%		
FIA	609 N STATE ST	STANTON	48889 9702	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
FIA	1050 INDEPENDENCE BLVD	CHARLOTTE	48813 1032	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
FIA	1685 BALDWIN AVE	PONTIAC	48340 1115	Canon	6221	5000	\$ 142.00	\$ 123.54	\$ (18.46)	-13%	\$ 99.20	\$ (42.80)	-30%		
FIA	1228 CARPENTER AVE	IRON MOUNTAIN	48901 4724	Canon	6221	5000	\$ 97.00	\$ 84.39	\$ (12.61)	-13%	\$ 67.90	\$ (29.10)	-30%		
FIA	325 M 62	CASSOPOLIS	49031 1056	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
FIA	201 COMMERCE DR	ITHACA	48847 1601	Canon	6221	5000	\$ 121.00	\$ 105.27	\$ (15.73)	-13%	\$ 84.70	\$ (36.30)	-30%		
FIA	230 HURON ST	GAYLING	49738 1935	Canon	6221	5000	\$ 142.00	\$ 123.54	\$ (18.46)	-13%	\$ 99.20	\$ (42.80)	-30%		
FIA	230 HURON ST OFC	GRAYLING	49738 1935	Canon	6221	5000	\$ 142.00	\$ 123.54	\$ (18.46)	-13%	\$ 99.20	\$ (42.80)	-30%		
FIA	6534 W JEFFERSON AVE OFC	DETROIT	48209 3046	Canon	6221	5000	\$ 97.00	\$ 84.39	\$ (12.61)	-13%	\$ 67.90	\$ (29.10)	-30%		
FIA	711 W CHISHOLM ST	ALPENA	49707 2428	Canon	6221	5000	\$ 97.00	\$ 84.39	\$ (12.61)	-13%	\$ 67.90	\$ (29.10)	-30%		

State of Michigan Analog Contract Price Reduction

Dept	LOCATION	CITY	ZIP CODE	MAKE	MODEL	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)			Option #2 - Reduced Monthly Minimum Volume and New 27 Month Lease Agreement			
						Contracted Monthly Minimum Volume	Current Monthly Payment	Option #1 Monthly Minimum Payment	\$ Savings	% Savings	Option #2 Monthly Minimum Payment	\$ Savings	% Savings	
MDOT	1212 CORPORATE DR	MOANT PLEASANT	48658 1020	Canon	6230	10000	\$ 310.00	6,500	\$ 269.70	\$ (40.30)	-13%	\$ 217.00	\$ (93.00)	-30%
DOC	9625 PIERCE RD	FREELAND	48623 8102	Canon	6230	10000	\$ 250.00	6,500	\$ 224.46	\$ (25.54)	-10%	\$ 180.80	\$ (77.40)	-30%
MDOT	3502 E WASHINGTON RD	SAGINAW	48601 9622	Canon	6230	10000	\$ 251.00	6,500	\$ 218.37	\$ (32.63)	-13%	\$ 175.30	\$ (75.30)	-30%
DOC	34625 26 MILE RD	NEW HAVEN	48048 3000	Canon	6230	10000	\$ 189.00	6,500	\$ 164.43	\$ (24.57)	-13%	\$ 132.30	\$ (56.70)	-30%
DWB	530 W ALLEGAN ST BSMT	LANSING	48633 1521	Canon	6230	10000	\$ 251.00	6,500	\$ 218.37	\$ (32.63)	-13%	\$ 175.30	\$ (75.30)	-30%
DOC	141 1ST ST	COLDWATER	48036 8600	Canon	6230	10000	\$ 219.00	6,500	\$ 190.53	\$ (28.47)	-13%	\$ 153.30	\$ (65.70)	-30%
DOC	34625 26 MILE RD	NEW HAVEN	48048 3000	Canon	6230	10000	\$ 222.00	6,500	\$ 183.14	\$ (38.86)	-17%	\$ 155.40	\$ (66.60)	-30%
DOC	141 1ST ST	COLDWATER	48036 8600	Canon	6230	10000	\$ 187.00	6,500	\$ 162.69	\$ (24.31)	-13%	\$ 130.90	\$ (56.10)	-30%
CIS	350 OTTAWA AVE NW UNIT 13	GRAND RAPIDS	49503 2316	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
DOC	38 4TH ST	COLDWATER	49036 8607	Canon	6230	10000	\$ 310.00	6,500	\$ 269.70	\$ (40.30)	-13%	\$ 217.00	\$ (93.00)	-30%
FIA	9459 E POTTER RD	DAVISON	48423 8176	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	201 COMMERCIAL DR	ITHACA	48847 1627	Canon	6230	10000	\$ 285.00	6,500	\$ 247.95	\$ (37.05)	-13%	\$ 193.50	\$ (91.50)	-33%
FIA	322 E STOCKBRIDGE AVE	KALAMAZOO	49001 2873	Canon	6230	10000	\$ 285.00	6,500	\$ 247.95	\$ (37.05)	-13%	\$ 193.50	\$ (91.50)	-33%
FIA	711 W CHISHOLM ST	ALPENA	49707 2428	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	201 COMMERCIAL DR	ITHACA	48847 1627	Canon	6230	10000	\$ 180.00	6,500	\$ 159.20	\$ (20.80)	-12%	\$ 126.00	\$ (54.00)	-30%
FIA	289 W CENTER RD	CLASSICUS	48031 1056	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	325 W 62	ESSEXVILLE	48732 2115	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	2400 DENTON ST	CHARLETTON	48031 1068	Canon	6230	10000	\$ 160.00	6,500	\$ 139.20	\$ (20.80)	-13%	\$ 108.00	\$ (52.00)	-48%
FIA	2400 DENTON ST	CHARLETTON	48031 1068	Canon	6230	10000	\$ 160.00	6,500	\$ 139.20	\$ (20.80)	-13%	\$ 108.00	\$ (52.00)	-48%
FIA	2400 DENTON ST	CHARLETTON	48031 1068	Canon	6230	10000	\$ 160.00	6,500	\$ 139.20	\$ (20.80)	-13%	\$ 108.00	\$ (52.00)	-48%
FIA	2400 DENTON ST	CHARLETTON	48031 1068	Canon	6230	10000	\$ 160.00	6,500	\$ 139.20	\$ (20.80)	-13%	\$ 108.00	\$ (52.00)	-48%
FIA	900 E LINCOLN AVE OFC	IONIA	48846 1383	Canon	6230	10000	\$ 221.00	6,500	\$ 196.62	\$ (24.38)	-11%	\$ 154.10	\$ (66.90)	-30%
FIA	322 E STOCKBRIDGE AVE	KALAMAZOO	49001 2873	Canon	6230	10000	\$ 285.00	6,500	\$ 247.95	\$ (37.05)	-13%	\$ 193.50	\$ (91.50)	-33%
FIA	322 E STOCKBRIDGE AVE	KALAMAZOO	49001 2873	Canon	6230	10000	\$ 285.00	6,500	\$ 247.95	\$ (37.05)	-13%	\$ 193.50	\$ (91.50)	-33%
FIA	322 E STOCKBRIDGE AVE	KALAMAZOO	49001 2873	Canon	6230	10000	\$ 285.00	6,500	\$ 247.95	\$ (37.05)	-13%	\$ 193.50	\$ (91.50)	-33%
FIA	711 W CHISHOLM ST OFC	ALPENA	49707 2428	Canon	6230	10000	\$ 197.00	6,500	\$ 162.69	\$ (34.31)	-18%	\$ 126.00	\$ (71.00)	-56%
FIA	PO BOX 10	BARAGA	49909 0010	Canon	6230	10000	\$ 251.00	6,500	\$ 218.37	\$ (32.63)	-13%	\$ 175.30	\$ (75.30)	-30%
FIA	4505 OAKMAN BLVD	DETROIT	48204 2025	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	692 E MAIN ST	CENTREVILLE	49032 9657	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	1050 INDEPENDENCE BLVD	CHARLOTTE	48813 1032	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	1050 INDEPENDENCE BLVD	CHARLOTTE	48813 1032	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	827 S HURON ST	CHEBOYGAN	49721 2509	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	2700 BAKER ST	MUSKEGON HTS	49444 2157	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	2700 BAKER ST	MUSKEGON HTS	49444 2157	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	2700 BAKER ST	MUSKEGON HTS	49444 2157	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	2700 BAKER ST	MUSKEGON HTS	49444 2157	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	430 BARFIELD DR	HASTINGS	49058 9050	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	430 BARFIELD DR	HASTINGS	49058 9050	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	195 LAIRD RD	WALLED LAKE	48390 3334	Canon	6230	10000	\$ 160.00	6,500	\$ 139.20	\$ (20.80)	-13%	\$ 108.00	\$ (52.00)	-48%
FIA	27280 PLYMOUTH RD	REDFORD	48239 2300	Canon	6230	10000	\$ 285.00	6,500	\$ 247.95	\$ (37.05)	-13%	\$ 193.50	\$ (91.50)	-33%
FIA	1200 6TH ST STE 900	DETROIT	48228 2424	Canon	6230	10000	\$ 285.00	6,500	\$ 247.95	\$ (37.05)	-13%	\$ 193.50	\$ (91.50)	-33%
FIA	25350 ECORSE RD	TAYLOR	48180 1538	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	27280 PLYMOUTH RD	REDFORD	48239 2300	Canon	6230	10000	\$ 285.00	6,500	\$ 247.95	\$ (37.05)	-13%	\$ 193.50	\$ (91.50)	-33%
FIA	27280 PLYMOUTH RD	REDFORD	48239 2300	Canon	6230	10000	\$ 160.00	6,500	\$ 139.20	\$ (20.80)	-13%	\$ 108.00	\$ (52.00)	-48%
FIA	3444 W GRAND BLVD	DETROIT	48202 3037	Canon	6230	10000	\$ 284.00	6,500	\$ 247.08	\$ (36.92)	-13%	\$ 192.40	\$ (91.60)	-33%
FIA	27280 PLYMOUTH RD	REDFORD	48239 2300	Canon	6230	10000	\$ 160.00	6,500	\$ 139.20	\$ (20.80)	-13%	\$ 108.00	\$ (52.00)	-48%
FIA	2700 BAKER ST	MUSKEGON HTS	49444 2157	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	25350 ECORSE RD	TAYLOR	48180 1538	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%
FIA	25350 ECORSE RD	TAYLOR	48180 1538	Canon	6230	10000	\$ 258.00	6,500	\$ 224.46	\$ (33.54)	-13%	\$ 180.80	\$ (77.40)	-30%

State of Michigan Analog Contract Price Reduction

Dept	LOCATION	CITY	ZIP CODE	MAKE	MODEL	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)			Option #2 - Reduced Monthly Minimum Volume and New 27 Month Lease Agreement			
						Contracted Monthly Minimum Volume	Current Monthly Payment	Option #1 Monthly Minimum Payment	\$ Savings	% Savings	Option #2 Monthly Minimum Payment	\$ Savings	% Savings	
FIA	3045 W GRAND BLVD FL 4	DETROIT	48202 6040	Canon	6230	10000	\$ 258.00	\$ 6,500	\$ 224.48	\$ (33.54)	-13%	\$ 541.80	\$ 283.80	110%
FIA	692 E MAIN ST	CENTREVILLE	48703 9627	Canon	6545	10000	\$ 318.00	\$ 8,500	\$ 294.46	\$ (23.54)	-13%	\$ 520.80	\$ 282.80	102%
MDA	1120 W STATE FAIR	DETROIT	48203 1040	Canon	6545	15000	\$ 318.00	\$ 9,750	\$ 276.66	\$ (41.34)	-13%	\$ 222.60	\$ (95.40)	-30%
DCE	R180A 3003B	LANSING	48209 7528	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 276.66	\$ (74.34)	-13%	\$ 222.60	\$ (136.40)	-30%
DOC	3201 BEMIS RD	YPSILANTI	48197 9307	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DOC	1755 HARBOROOD RD	YPSILANTI	48196 9457	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DOC	3201 BEMIS RD	YPSILANTI	48197 9307	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DOC	3201 BEMIS RD	YPSILANTI	48197 9307	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DOC	3201 BEMIS RD	YPSILANTI	48197 9307	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DOC	777 W RIVERSIDE DR	ANN ARBOR	48106 1202	Canon	6545	15000	\$ 317.56	\$ 9,750	\$ 276.27	\$ (41.29)	-13%	\$ 222.24	\$ (95.27)	-30%
DOC	3225 JOHN CONLEY DR	LANSING	48206 2887	Canon	6545	15000	\$ 327.00	\$ 9,750	\$ 292.19	\$ (34.81)	-13%	\$ 235.90	\$ (101.10)	-30%
DOC	3225 JOHN CONLEY DR	LANSING	48206 2887	Canon	6545	15000	\$ 327.00	\$ 9,750	\$ 292.19	\$ (34.81)	-13%	\$ 235.90	\$ (101.10)	-30%
DOC	100 MCMORRAN BLVD FL 5	PORT HURON	48060 4021	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
MDCB	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
MDCC	1200 6TH ST STE 1603	DETROIT	48226 2415	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
MDCC	503 W EUCLID AVE STE 9	BAY CITY	48706 2965	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
FIA	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 318.00	\$ 9,750	\$ 276.66	\$ (41.34)	-13%	\$ 222.60	\$ (95.40)	-30%
Treasury	5015 S CEDAR ST STE 300C	LANSING	48910 5494	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DMB	300 N PINE ST FL 4	LANSING	48203 8007	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DMB	400 N PINE ST FL 4	LANSING	48203 0000	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DMB	5015 S CEDAR ST	LANSING	48203 2250	Canon	6545	15000	\$ 318.00	\$ 9,750	\$ 276.66	\$ (41.34)	-13%	\$ 222.60	\$ (95.40)	-30%
Treasury	116 W ALLEGAN ST	LANSING	48910 5494	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DIT	1048 PIERPOINT DR	BAY CITY	48706 2965	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
MDCC	503 N EUCLID AVE STE 9	LANSING	48203 1701	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DOC	1048 PIERPOINT DR	BAY CITY	48706 2965	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DOC	777 W RIVERSIDE DR	ANN ARBOR	48106 1202	Canon	6545	15000	\$ 318.00	\$ 9,750	\$ 276.66	\$ (41.34)	-13%	\$ 222.60	\$ (95.40)	-30%
DOC	1855 HARBOROOD RD	YPSILANTI	48196 9457	Canon	6545	15000	\$ 318.00	\$ 9,750	\$ 276.66	\$ (41.34)	-13%	\$ 222.60	\$ (95.40)	-30%
DOC	1855 HARBOROOD RD	YPSILANTI	48196 9457	Canon	6545	15000	\$ 318.00	\$ 9,750	\$ 276.66	\$ (41.34)	-13%	\$ 222.60	\$ (95.40)	-30%
DNR	1755 HARBOROOD RD	YPSILANTI	48196 9457	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST FL 6	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST BSMIT	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	111 S CAPITOL AVE	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
DNR	530 W ALLEGAN ST	LANSING	48203 1521	Canon	6545	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70		

State of Michigan Analog Contract Price Reduction

Dept	LOCATION	CITY	ZIP CODE	MAKE	MODEL	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)			Option #2 - Reduced Monthly Minimum Volume and New 27 Month Lease Agreement			
						Contracted Monthly Minimum Volume	Current Monthly Payment	Option #1 Monthly Minimum Payment	\$ Savings	% Savings	Option #2 Monthly Minimum Payment	\$ Savings	% Savings	
FIA	235 S GRAND AVE STE 310	LANSING	48933 1805	Canon	6545	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	737.10	\$ 396.10	110%
FIA	235 S GRAND AVE STE 501	LANSING	48933 1805	Canon	6545	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	737.10	\$ 396.10	110%
FIA	301 E LEAD ST	BESSEMER	48911 1459	Canon	6545	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	737.10	\$ 396.10	110%
FIA	2145 E HURON RD	EAST TAWAS	48730 9422	Canon	6545	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	737.10	\$ 396.10	110%
FIA	2145 E HURON RD	EAST TAWAS	48730 9422	Canon	6545	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	737.10	\$ 396.10	110%
FIA	201 W RAILROAD ST	SAINT JOHNS	48879 1547	Canon	6545	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	667.80	\$ 349.80	110%
FIA	14061 LAPPIN ST	DETROIT	48205 2374	Canon	6545	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	667.80	\$ 349.80	110%
FIA	337 BRADY AVE	CASPIAN	48915 0000	Canon	6545	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	667.80	\$ 349.80	110%
FIA	1975 W MAIN ST	OWOSSO	48867 9317	Canon	6545	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	667.80	\$ 349.80	110%
FIA	201 W RAILROAD ST	SAINT JOHNS	48879 1547	Canon	6545	15000	\$ 295.00	9,750	\$ 247.95	\$ (37.05)	-13%	598.50	\$ 313.50	110%
FIA	1040 S WINTER ST	ADRIAN	48221 3876	Canon	6545	15000	\$ 233.94	9,750	\$ 203.53	\$ (30.41)	-13%	163.76	\$ (70.18)	-30%
FIA	41180 BRIDGE ST	MCVI	48375 1300	Canon	6545	15000	\$ 238.50	9,750	\$ 207.50	\$ (31.01)	-13%	166.95	\$ (71.55)	-30%
MDO	PO BOX 1949	SAGINAW	48601 0849	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
DOH	PO BOX 30028	LANSING	48909 7528	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
DOH	715 W WILLOW	LANSING	48913 0001	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
DEO	245 COLRAIN ST SW	WYOMING	48548 1013	Canon	6551	25000	\$ 498.00	16,250	\$ 434.13	\$ (64.87)	-13%	344.30	\$ (149.70)	-30%
Huron Vail	7953 ADOBE	KALAMAZOO	48909 1025	Canon	6551	25000	\$ 498.00	16,250	\$ 434.13	\$ (64.87)	-13%	344.30	\$ (149.70)	-30%
DEO	503 N EUCLID AVE STE 9	BAY CITY	48706 2985	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
DEO	3225 JOHN CONLEY DR	LAPER	48446 2987	Canon	6551	25000	\$ 498.00	16,250	\$ 434.13	\$ (64.87)	-13%	344.30	\$ (149.70)	-30%
DEO	365 OTTAWA AVE NW UNIT 6	GRAND RAPIDS	49503 2316	Canon	6551	25000	\$ 498.00	16,250	\$ 434.13	\$ (64.87)	-13%	344.30	\$ (149.70)	-30%
DEO	365 OTTAWA AVE NW UNIT 6	GRAND RAPIDS	49503 2316	Canon	6551	25000	\$ 498.00	16,250	\$ 434.13	\$ (64.87)	-13%	344.30	\$ (149.70)	-30%
MDO	201 N WASHINGTON SQ	LANSING	48903 1321	Canon	6551	25000	\$ 498.00	16,250	\$ 434.13	\$ (64.87)	-13%	344.30	\$ (149.70)	-30%
DOH	3225 JOHN CONLEY DR	LAPER	48446 2987	Canon	6551	25000	\$ 475.00	16,250	\$ 413.26	\$ (61.75)	-13%	332.50	\$ (142.50)	-30%
DOH	2430 CHAMBERS RD	CASPIAN	48723 9217	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
DOH	3225 JOHN CONLEY DR	LAPER	48446 2987	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
FIA	41955 WOODWARD AVE STE 200	BLUMFIELD	48304 1132	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	539 W ALLEGAN ST	LANSING	48903 15E1	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	701 S ELWOOD AVE STE 20	TRAVERSE CITY	48664 3185	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	195 LAIRD RD	WALLED LAKE	48390 3304	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	238 N SAGINAW ST	PONTIAC	48342 2057	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	400 S PINE ST 59MT	MADISON HEIGHTS	48071 4647	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	3170 JOHN R RD	LANSING	48933 2260	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	238 N SAGINAW ST	PONTIAC	48342 2057	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
CIS	7150 E HARRIS ST	LANSING	48908 3335	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	3170 JOHN R RD	MADISON HEIGHTS	48071 4647	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	1685 BALDWIN AVE	MADISON HEIGHTS	48071 4647	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	1685 BALDWIN AVE	MADISON HEIGHTS	48071 4647	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
DOH	47500 FIVE MILE RD	PONTIAC	48170 2467	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	1685 BALDWIN AVE	PONTIAC	48342 2057	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	003 WATER TOWER RD	BIG RAPIDS	49307 2161	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	3044 W GRAND BLVD	DETROIT	48202 3037	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	14000 SCHOOLCRAFT ST	DETROIT	48227 3139	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	10641 WATERGATE RD	CADILLAC	48601 9426	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	PO BOX 1609	MIDLAND	48641 1609	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	8655 GREENFIELD RD	DETROIT	48228 2224	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	1399 W CENTER RD	ESSEXVILLE	48732 2115	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	1509 WASHINGTON ST	MIDLAND	48640 5685	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
FIA	809 N STATE ST	STANTON	48888 9702	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%
MDO	55 E MORLEY DR # 14949	SAGINAW	48601 9482	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
FIA	4525 OAKMAN BLVD	DETROIT	48204 2025	Canon	6551	25000	\$ 1,368.00	16,250	\$ 1,190.16	\$ (177.84)	-13%	957.60	\$ (410.40)	-30%

State of Michigan Analog Contract Price Reduction

Dept	LOCATION	CITY	ZIP CODE	MAKE	MODEL	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below')			Option #2 - Reduced Monthly Minimum Volume and New 27 Month Lease Agreement			
						Contracted Monthly Minimum Volume	Current Monthly Payment	Option #1 Monthly Minimum Payment	\$ Savings	% Savings	Option #2 Monthly Minimum Payment	\$ Savings	% Savings	
CIS	2922 FULLER AVE NE	GRAND RAPIDS	49505 3459	Canon	6551	25000	\$ 466.00	16,250	\$ 396.72	\$ (59.28)	-13%	\$ 319.20	\$ (136.80)	-30%
CIS	6546 MERCANTILE WAYSTE 3	LANSING	48959 0000	Canon	6551	25000	\$ 466.00	16,250	\$ 396.72	\$ (59.28)	-13%	\$ 319.20	\$ (136.80)	-30%
CIS	611 W GRAND ST FL 1	LANSING	48933 1070	Canon	6551	25000	\$ 466.00	16,250	\$ 396.72	\$ (59.28)	-13%	\$ 319.20	\$ (136.80)	-30%
CIS	3026 E ORLAND RIV STE 11-35	LANSING	48912 4768	Canon	6551	25000	\$ 489.00	16,250	\$ 434.13	\$ (54.87)	-13%	\$ 348.30	\$ (149.70)	-30%
DEQ	525 W ALLEGAN ST	LANSING	48933 1502	Canon	6551	25000	\$ 466.00	16,250	\$ 396.72	\$ (59.28)	-13%	\$ 319.20	\$ (136.80)	-30%
DOC	777 W RIVERSIDE DR	IONIA	48946 9489	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
MDCD	1111 W CARO RD # M81	CARO	48723 9201	Canon	7130	25000	\$ 76.00	1,625	\$ 60.80	\$ (9.75)	-13%	\$ 49.00	\$ (21.00)	-30%
DOC	16790 S WATER TOWER DR	KINCHELOE	48788 1637	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DOC	3001 NEWBERRY AVE	NEWBERRY	48868 1340	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DOC	3225 JOHN CONLEY DR	LAPEER	48446 2967	Canon	7130	25000	\$ 76.00	1,625	\$ 60.80	\$ (9.75)	-13%	\$ 49.00	\$ (21.00)	-30%
DOC	38 4TH ST	COLDWATER	48036 8607	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DOC	19 4TH ST	COLDWATER	48036 8607	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DOC	38 4TH ST	COLDWATER	48036 8607	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DOC	38 4TH ST	COLDWATER	48036 8607	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DOC	38 4TH ST	COLDWATER	48036 8607	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DNR	1775 PORT AUSTIN RD	PORT AUSTIN	48467 9639	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DOC	38 4TH ST	COLDWATER	48036 8607	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DOC	PO BOX 30028	LANSING	48909 7538	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DOC	19 4TH ST	COLDWATER	48036 8607	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DNR	4343 STATE ROUTE 32	ALPENA	48707 8133	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
DNR	1509 WASHINGTON ST	MIDLAND	48640 6686	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
FIA	27965 PLYMOUTH RD	REDFORD	48239 2300	Canon	7130	25000	\$ 76.00	1,625	\$ 60.80	\$ (9.75)	-13%	\$ 47.00	\$ (28.00)	-30%
FIA	800 WATER TOWER RD	BIG RAPIDS	48937 1461	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
FIA	1090 INDEPENDENCE BLVD	CHARLOTTE	48813 1092	Canon	7130	25000	\$ 73.98	1,625	\$ 64.36	\$ (9.62)	-13%	\$ 47.00	\$ (28.00)	-30%
FIA	501 COMMERCE DR	WYACATA	48943 1601	Canon	7130	25000	\$ 70.00	1,625	\$ 60.80	\$ (9.10)	-13%	\$ 47.00	\$ (28.00)	-30%
FIA	708 8TH ST	BAY CITY	48728 9976	Canon	7130	25000	\$ 79.00	1,625	\$ 69.73	\$ (9.27)	-13%	\$ 56.90	\$ (22.10)	-30%
FIA	430 BARFIELD DR	HASTINGS	48628 3050	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
FIA	301 E LEAD ST	BESSEMER	48911 1489	Canon	7130	25000	\$ 76.00	1,625	\$ 65.25	\$ (9.75)	-13%	\$ 59.50	\$ (22.50)	-30%
FIA	10641 W WATERGATE RD	CADILLAC	48601 9424	Canon	7130	25000	\$ 79.00	1,625	\$ 68.73	\$ (10.27)	-13%	\$ 57.00	\$ (22.00)	-30%
FIA	1399 W CENTER RD	ESSEXVILLE	48732 2115	Canon	7130	25000	\$ 79.00	1,625	\$ 68.73	\$ (10.27)	-13%	\$ 57.00	\$ (22.00)	-30%
FIA	PO BOX 10	BARRAGA	48908 0010	Canon	7130	25000	\$ 79.00	1,625	\$ 68.73	\$ (10.27)	-13%	\$ 57.00	\$ (22.00)	-30%
MDCD	209 E WASHINGTON AVE STE 100	JACKSON	48201 2364	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	\$ (11.70)	-13%	\$ 63.00	\$ (27.00)	-30%
AG	3000 W GRAND BLVD	DETROIT	48202 6030	Canon	7130F	25000	\$ 70.00	1,625	\$ 60.80	\$ (9.10)	-13%	\$ 49.00	\$ (21.00)	-30%
DOC	3001 BEMIS RD	YPSILANTI	48197 9307	Canon	7130F	25000	\$ 79.00	1,625	\$ 68.73	\$ (10.27)	-13%	\$ 55.00	\$ (24.00)	-30%
DOC	48197 9307	YPSILANTI	48197 9307	Canon	7130F	25000	\$ 74.00	1,625	\$ 64.36	\$ (9.62)	-13%	\$ 51.00	\$ (23.00)	-30%
DOC	47500 FIVE MILE RD	PLYMOUTH	48170 2487	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	\$ (11.70)	-13%	\$ 63.00	\$ (27.00)	-30%
DOC	PO BOX 323	SAULT S MARIE	48793 0323	Canon	7130F	25000	\$ 80.00	1,625	\$ 70.00	\$ (10.00)	-13%	\$ 55.00	\$ (25.00)	-30%
DNR	20145 BECK RD	NORTHVILLE	48167 1768	Canon	7130F	25000	\$ 85.00	1,625	\$ 73.95	\$ (11.05)	-13%	\$ 59.50	\$ (25.50)	-30%
MDCD	3810 PACKARD ST STE 170	ANN ARBOR	48108 2054	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	\$ (11.70)	-13%	\$ 63.00	\$ (27.00)	-30%
DOC	327 TERMINAL RD	LANSING	48906 3064	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	\$ (11.70)	-13%	\$ 63.00	\$ (27.00)	-30%
UAC	9625 PEPKLE RD	FREELAND	48623 8122	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	\$ (11.70)	-13%	\$ 63.00	\$ (27.00)	-30%
DGH	2000 CHAMBERS RD	CARO	48723 9293	Canon	7130F	25000	\$ 96.00	1,625	\$ 83.52	\$ (12.48)	-13%	\$ 201.60	\$ 105.60	110%
DGH	2000 CHAMBERS RD	CARO	48723 9293	Canon	7130F	25000	\$ 96.00	1,625	\$ 83.52	\$ (12.48)	-13%	\$ 201.60	\$ 105.60	110%
DGH	2000 CHAMBERS RD	CARO	48723 9293	Canon	7130F	25000	\$ 96.00	1,625	\$ 83.52	\$ (12.48)	-13%	\$ 201.60	\$ 105.60	110%
DGH	2000 CHAMBERS RD	CARO	48723 9293	Canon	7130F	25000	\$ 96.00	1,625	\$ 83.52	\$ (12.48)	-13%	\$ 201.60	\$ 105.60	110%
FIA	692 E MAIN ST OFC	CENTREVILLE	49032 9627	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	\$ (11.70)	-13%	\$ 69.00	\$ 9.00	110%
FIA	692 E MAIN ST OFC ATTN	CENTREVILLE	49032 9627	Canon	7130F	25000	\$ 90.00	1,625	\$ 77.93	\$ (11.66)	-13%	\$ 68.50	\$ 8.50	110%
Michigan H	613 ABBOTT ST	DETROIT	48226 2597	Ricoh	FT3813	25000	\$ 89.58	1,625	\$ 84.38	\$ (5.20)	-30%	\$ 51.80	\$ (38.20)	-30%
DOC	8201 N CROSSWELL RD	SAINT LOUIS	48880 9210	Ricoh	FT3813	25000	\$ 74.00	1,625	\$ 64.38	\$ (9.62)	-13%	\$ 51.80	\$ (22.20)	-30%
DOC	1994 PARNALL RD BLDG 218	JACKSON	48201 8512	Ricoh	FT3813	25000	\$ 74.00	1,625	\$ 64.38	\$ (9.62)	-13%	\$ 51.80	\$ (22.20)	-30%
MDCD	11611 PINE LAKE RD	PLAINWELL	49080 9225	Ricoh	FT3813	25000	\$ 79.00	1,625	\$ 68.73	\$ (10.27)	-13%	\$ 55.30	\$ (23.70)	-30%
DOC	777 W RIVERSIDE DR	IONIA	48946 9499	Ricoh	FT3813	25000	\$ 96.00	1,625	\$ 83.52	\$ (12.48)	-13%	\$ 67.20	\$ (28.80)	-30%

State of Michigan Analog Contract Price Reduction

Dept	LOCATION	CITY	ZIP CODE	MAKE	MODEL	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)			Option #2 - Reduced Monthly Minimum Volume and New 27 Month Lease Agreement			
						Contracted Monthly Minimum Volume	Current Monthly Minimum Payment	Option #1 Monthly Minimum Payment	% Savings	Option #2 Monthly Minimum Payment	% Savings	\$ Savings	% Savings	
CIS	2922 FULLER AVE NE	GRAND RAPIDS	49505 3469	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	13%	\$ (59.28)	13%	\$ (136.80)	-30%
CIS	6548 MERCANTILE WAYSTE 3	LANSING	48909 0000	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	13%	\$ (59.28)	13%	\$ (136.80)	-30%
CIS	6111 W OTTAWA ST FL 1	LANSING	48933 1070	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	13%	\$ (59.28)	13%	\$ (136.80)	-30%
CIS	3026 E GRAND RIV STE 11-35	LANSING	48912 4708	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	13%	\$ (59.28)	13%	\$ (136.80)	-30%
DEC	525 W ALLEGAN ST	LANSING	48933 1502	Canon	6551	25000	\$ 456.00	16,250	\$ 396.72	13%	\$ (59.28)	13%	\$ (136.80)	-30%
DOC	777 W RIVERSIDE DR	IRONA	48846 9499	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	1111 W CARO RD # M81	KIMCHELGE	48723 9201	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	16770 S WATER TOWER DR	NEWBERRY	49768 1637	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	3001 NEWBERRY AVE	NEWBERRY	49668 1340	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	3225 JOHN CONLEY DR	LAPEREE	49446 2987	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	38 4TH ST	COLDWATER	49706 8607	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	38 4TH ST	COLDWATER	49706 8607	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	38 4TH ST	COLDWATER	49706 8607	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DNR	1775 PORT AUSTIN RD	PORT AUSTIN	48467 9639	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	38 4TH ST	COLDWATER	49706 8607	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	PO BOX 3002B	COLDWATER	48939 7536	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	19 4TH ST	COLDWATER	49706 8607	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DNR	1509 WASHINGTON ST	ALPENA	49707 8133	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	4543 STATE ROUTE 32	MIDLAND	48640 5665	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
FIA	27260 PLYMOUTH RD	REDFORD	48239 2300	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
FIA	800 WATER TOWER RD	BIG RAPIDS	49707 8133	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
FIA	1598 W CENTER RD	CHARLOTTE	48873 1032	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
FIA	1650 INDEPENDENCE BLVD	ITHACA	48847 1601	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
FIA	706 5TH ST	BAY CITY	48706 5916	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
FIA	301 E LEAD ST	HASTINGS	49058 9050	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
FIA	450 BARFIELD DR	BESSEMER	48911 1459	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
FIA	10641 W WATERGATE RD	CADILLAC	49001 9424	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
FIA	1398 W CENTER RD	ESSEXVILLE	48732 2115	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
FIA	PO BOX 10	BARAGA	49808 0010	Canon	7130	25000	\$ 75.00	1,625	\$ 65.25	13%	\$ (9.75)	13%	\$ (22.50)	-30%
DOC	269 E WASHINGTON AVE STE 100	JACKSON	48201 2354	Canon	7130F	25000	\$ 90.00	1,625	\$ 88.73	13%	\$ (1.27)	13%	\$ (6.90)	-30%
AIG	3030 W GRAND BLVD	DETROIT	48202 6030	Canon	7130F	25000	\$ 79.00	1,625	\$ 88.73	13%	\$ (1.27)	13%	\$ (6.90)	-30%
DOC	3201 BEMIS RD	YPSILANTI	48197 9307	Canon	7130F	25000	\$ 74.00	1,625	\$ 84.38	13%	\$ (9.62)	13%	\$ (23.70)	-30%
DOC	3201 BEMIS RD	YPSILANTI	48197 9307	Canon	7130F	25000	\$ 74.00	1,625	\$ 84.38	13%	\$ (9.62)	13%	\$ (23.70)	-30%
DOC	47500 FIVE MILE RD	PLYMOUTH	48170 2487	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	13%	\$ (11.70)	13%	\$ (27.00)	-30%
DOC	PO BOX 323	SALLT S MARIE	49783 0523	Canon	7130F	25000	\$ 85.00	1,625	\$ 73.95	13%	\$ (11.05)	13%	\$ (25.50)	-30%
DNR	20145 BECK RD	NORTHVILLE	48167 1768	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	13%	\$ (11.70)	13%	\$ (27.00)	-30%
MDCO	3810 PACKARD ST STE 170	ANN ARBOR	48108 2054	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	13%	\$ (11.70)	13%	\$ (27.00)	-30%
DCH	927 TERMINAL RD	LANSING	48906 3064	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	13%	\$ (11.70)	13%	\$ (27.00)	-30%
DOC	9625 PIERCE RD	FREELAND	48623 8102	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	13%	\$ (11.70)	13%	\$ (27.00)	-30%
DCH	2000 CHAMBERS RD	CARO	48723 9293	Canon	7130F	25000	\$ 96.00	1,625	\$ 83.52	13%	\$ (12.48)	13%	\$ (30.60)	-30%
DCH	2000 CHAMBERS RD	CARO	48723 9293	Canon	7130F	25000	\$ 96.00	1,625	\$ 83.52	13%	\$ (12.48)	13%	\$ (30.60)	-30%
DCH	2000 CHAMBERS RD	CARO	48723 9293	Canon	7130F	25000	\$ 96.00	1,625	\$ 83.52	13%	\$ (12.48)	13%	\$ (30.60)	-30%
DCH	2000 CHAMBERS RD	CARO	48723 9293	Canon	7130F	25000	\$ 96.00	1,625	\$ 83.52	13%	\$ (12.48)	13%	\$ (30.60)	-30%
FIA	692 E MAIN ST OFC	CENTREVILLE	49032 9627	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	13%	\$ (11.70)	13%	\$ (27.00)	-30%
FIA	692 E MAIN ST OFC ATTN	CENTREVILLE	49032 9627	Canon	7130F	25000	\$ 90.00	1,625	\$ 78.30	13%	\$ (11.70)	13%	\$ (27.00)	-30%
Michigan	1613 ABBOTT ST	DETROIT	48206 2997	Roch	AF6813	25000	\$ 89.58	1,625	\$ 77.88	13%	\$ (11.65)	13%	\$ (29.82)	-30%
DOC	8201 N CROWELL RD	ST LOUIS	49880 9210	Roch	FT3813	25000	\$ 74.00	1,625	\$ 64.38	13%	\$ (9.62)	13%	\$ (22.20)	-30%
DOC	1994 PARNALL RD BLDG 218	JACKSON	49201 8612	Roch	FT3813	25000	\$ 74.00	1,625	\$ 64.38	13%	\$ (9.62)	13%	\$ (22.20)	-30%
MDCO	11611 PINE LAKE RD	FLANNELL	49960 9225	Roch	FT3813	25000	\$ 79.00	1,625	\$ 68.73	13%	\$ (10.27)	13%	\$ (23.70)	-30%
DOC	777 W RIVERSIDE DR	IRONA	48846 9499	Roch	FT3813	25000	\$ 96.00	1,625	\$ 83.52	13%	\$ (12.48)	13%	\$ (30.60)	-30%

State of Michigan Analog Contract Price Reduction

Dept	LOCATION	CITY	ZIP CODE	MAKE	MODEL	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)			Option #2 - Reduced Monthly Minimum Volume and New 27 Month Lease Agreement		
						Contracted Monthly Minimum Volume	Current Monthly Payment	Option #1 Monthly Minimum Payment	\$ Savings	% Savings	Option #2 Monthly Minimum Payment	\$ Savings	% Savings
DCC	4533 MARSHALL RD	KINCHELOE	48786 0001	Ricoh	FT3813	2500	\$ 74.00	\$ 64.38	\$ (9.62)	-13%	\$ 51.80	\$ (22.20)	-30%
MCCD	11611 PINE LAKE RD	PLAINWELL	48060 8225	Ricoh	FT3813	2500	\$ 79.00	\$ 68.73	\$ (10.27)	-13%	\$ 55.30	\$ (23.70)	-30%
MCCD	11611 PINE LAKE RD	PLAINWELL	48060 8225	Ricoh	FT3813	2500	\$ 96.00	\$ 83.52	\$ (12.48)	-13%	\$ 67.20	\$ (28.80)	-30%
NA	201 N WASH-INGTON SQ	LANSING	48933 1321	Ricoh	FT3813	2500	\$ 91.00	\$ 79.17	\$ (11.83)	-13%	\$ 63.70	\$ (27.30)	-30%
NA	11611 PINE LAKE RD	PLAINWELL	48060 8225	Ricoh	FT3813	2500	\$ 96.00	\$ 83.52	\$ (12.48)	-13%	\$ 67.20	\$ (28.80)	-30%
FIA	2300 E GRAND RIVER AVE STE 1	HOWELL	48843 7577	Ricoh	FT3813	2500	\$ 75.00	\$ 65.25	\$ (9.75)	-13%	\$ 57.50	\$ (17.50)	-23%
FIA	1040 S WINTER ST # STE3017	ADRIAN	49221 3876	Ricoh	FT3813	2500	\$ 74.00	\$ 64.38	\$ (9.62)	-13%	\$ 51.80	\$ (22.20)	-30%
Gaming CA	1500 ABBOTT RD STE 400	LANSING	48909 0000	Canon	IR3305	15000	\$ 371.00	\$ 322.77	\$ (48.23)	-13%	\$ 259.70	\$ (111.30)	-30%
Gaming CA	1500 ABBOTT RD STE 400	LANSING	48909 0000	Canon	IR3305	15000	\$ 363.00	\$ 317.11	\$ (45.89)	-13%	\$ 247.10	\$ (105.90)	-30%
Gaming CA	1500 ABBOTT RD STE 400	LANSING	48909 0000	Canon	IR3305	15000	\$ 566.00	\$ 492.42	\$ (73.58)	-13%	\$ 396.20	\$ (169.80)	-30%
Gaming CA	1500 ABBOTT RD STE 400	LANSING	48909 0000	Canon	IR3305	15000	\$ 566.00	\$ 492.42	\$ (73.58)	-13%	\$ 396.20	\$ (169.80)	-30%
Gaming CA	1500 ABBOTT RD STE 400	LANSING	48909 0000	Canon	IR3305	15000	\$ 383.00	\$ 337.11	\$ (45.89)	-13%	\$ 247.10	\$ (105.90)	-30%
Gaming CA	1500 ABBOTT RD STE 400	LANSING	48909 0000	Canon	IR3305	15000	\$ 566.00	\$ 492.42	\$ (73.58)	-13%	\$ 396.20	\$ (169.80)	-30%
Michigan	113 ABBOTT ST	DETROIT	48226 2997	Canon	IP5000S	35000	\$ 586.00	\$ 492.42	\$ (93.58)	-16%	\$ 396.20	\$ (169.80)	-30%
DCC	19 4TH ST	COLDWATER	48058 9605	Canon	IP1108N	35000	\$ 465.00	\$ 404.55	\$ (60.45)	-13%	\$ 325.50	\$ (139.50)	-30%
FIA	325 M 82	CASSCOPOLIS	49031 1056	Canon	SST1M1	Accessory	\$ 16.00	\$ 13.92	\$ (2.08)	-13%	\$ 11.20	\$ (4.80)	-30%
FIA	325 M 82	CASSCOPOLIS	49031 1056	Canon	SST1M1	Accessory	\$ 111.00	\$ 96.57	\$ (14.43)	-13%	\$ 77.70	\$ (33.30)	-30%
Current Totals							Current Totals	Option #1 Totals	Option #2 Totals		Option #3 Totals		
							Monthly Spend \$ 155,524.46	Monthly Spend \$ 135,306.28	Monthly Spend \$ 154,121.69		Monthly Spend \$ 154,121.69		
							Monthly Savings \$ (20,218.18)	Monthly Savings \$ (20,218.18)	Monthly Savings \$ (1,402.77)		Monthly Savings \$ (1,402.77)		
							Annualized Savings % -13%	Annualized Savings % -13%	Annualized Savings % -1%		Annualized Savings % -1%		
							Annualized Savings \$ (242,618.16)	Annualized Savings \$ (242,618.16)	Annualized Savings \$ (16,633.26)		Annualized Savings \$ (16,633.26)		

Department of Management and Budget, Acquisition Services
Procurement Initiation Letter

This form applies to the purchasing types indicated below. The purchasing type chosen will dictate which sections of this form need to be completed. This form must accompany all requisitions for the purchasing types indicated.

PURCHASING TYPES

- A. New commodity contracts valued at \$25,000.00 or more (complete Sections 1, 2 and 3 only)
- B. New commodity contracts valued at \$250,000.00 or more
- C. Commodity contract amendments or extensions valued at \$125,000.00 or more
- D. New service contracts of any value
- E. Service contract amendments or extensions of any value
- F. New contracts or amendments for services referenced in Executive Directive 2003-8 of any value

Section 1. Department Identification. (required for purchasing types A, B, C, D, E, and F)

1. Department:	Statewide	2. Date:	5-20-03		
3. Contact Person:	Laura Gyorkos	4. Phone #:	373-1455	5. E-mail:	gyorkosl@michigan.gov

Section 2. Purchase Request Identification. (required for purchasing types A, B, C, D, E, and F)

6. <input type="checkbox"/> New Request	a. Requisition #:	b. Estimated Value:
7. <input type="checkbox"/> One Time Purchase OR	8. <input type="checkbox"/> Multi-Year Contract:	a. From: b. To:

9. <input type="checkbox"/> Contract Amendment	a. Contract #:	b. Amendment Cost:
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10. <input checked="" type="checkbox"/> Contract Extension	a. Contract #: 071B1001105	b. Length of Extension: 23 months	c. Value of Extension: \$\$2,000,000.00
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11. <input type="checkbox"/> Contract Continuation (Status C – per Executive Directive 2003-8. Use Section 3 to justify continuation.)
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Section 3. Purchase Justification. (required for purchasing types A, B, C, D, E, and F)

<p>12a. <u>Purpose/Business Case of New Contract, Amendment, or Extension:</u></p> <p>This is a 23-month extension for the Ikon analog copier contract. This extension gives agencies an opportunity to reduce monthly expenditures an additional 17% by entering into a 27 month lease agreement on current analog copier machines.</p> <p>b. <u>Expected Outcomes:</u></p> <p>Agencies will have the opportunity to enter into a 27 month lease agreement for a monthly reduction of 17% in addition to a 13% cost reduction off analog copier machines.</p> <p>c. <u>Funding Source:</u></p> <p>Various</p> <p>d. <u>Risk Assessment:</u></p> <p>Agencies that choose to enter into a lease agreement with Ikon on analog copiers will not be able to transition into the Document Output Management System (DOMS) program with Ikon until the lease agreement has expired.</p>
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e. **Sole Source Justification** *(if applicable):* N/A

Section 4. For new service contract or extension of existing service contract: Pursuant to Executive Directive 2003-5, check one or more of the following reasons for the contract (use Section 3 to explain). (required for purchasing types D, E, and F)

13a.	<input type="checkbox"/>	Legal mandate, court order, or for law enforcement purposes
b.	<input type="checkbox"/>	To protect health or safety of Michigan citizens or visitors
c.	<input type="checkbox"/>	To provide for the basic living requirements of residents in state institutions
d.	<input checked="" type="checkbox"/>	To produce budgetary savings or increased state revenue, including the prevention of the loss of Federal funds, and to secure additional funds
e.	<input type="checkbox"/>	Exemption by State Budget Director (State Budget Director signature required)

Section 5. Pursuant to Executive Directive 2003-8, if request is for a new contract or extension of existing contract for one of the services indicated, check the applicable item below. (required for purchasing type F)

14a.	<input type="checkbox"/>	Public Relations
b.	<input type="checkbox"/>	Conference Organization
c.	<input type="checkbox"/>	Public Opinion Research, Surveys, or Polling
d.	<input type="checkbox"/>	Lobbying
e.	<input type="checkbox"/>	Promotion or Marketing

Section 6. The Department Director, autonomous agency head, or their designee certifies agreement with this form, and that this procurement initiative is critical to the mission priorities of their department. (required for purchasing types B, C, D, E, and F)

15a. _____
Signature

b. _____
Name and Title (type or print)

c. _____
Date

State Budget Director approval. (required for purchasing type F and may be required for purchasing type D and E as referenced in 12e above)

16a. _____
State Budget Director Signature

b. _____
Date

Submit 2 copies to: DMB – Acquisition Services
Attn: DMB-ACQ-Point
2nd Floor Mason Building
P.O. Box 30026
Lansing, MI 48909
Fax: (517) 335-0046

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 ACQUISITION SERVICES
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

June 20, 2003

CHANGE NOTICE NO. 5
 TO
 CONTRACT NO. 071B1001105
 between
 THE STATE OF MICHIGAN
 and

FAX (248) 474-3031

NAME & ADDRESS OF VENDOR IKON Office Solutions 41180 Bridge Street Novi, MI 48375	TELEPHONE Steve Burch (248) 888-2013
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7374 Joan Bosheff
Contract Administrator: Joan Bosheff Analog Photocopying Equipment – Statewide	
CONTRACT PERIOD: From: November 1, 2000 To: September 30, 2005	
TERMS Net 30 Days	SHIPMENT 5 Business Days ARO
F.O.B. Delivered and Installed	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.

NATURE OF CHANGE (S):

Involuntary Reduction (Option #1):

- 3) Effective April 1, 2003 a 13% cost reduction is applied to ALL* IKON analog machines under this contract. This cost reduction is available with no change to the terms and conditions of the rental agreement. The credits for April and May will be reflected on the June invoices. Agencies will receive this reduction automatically from their monthly payment. See the attached revised pricing titled under "Option #1".

*The 11 highlighted items on the price sheet will need to have a new contract associated with them which will expire at the same time as the original contract but will allow IKON to offer a 13% savings. Please contact Carol Bertrand at 248-596-8060 at IKON for more information.

Option for Further Monthly Expenditure Reduction (Option #2):

- 4) At the agencies discretion, an additional 17% expenditure reduction is effective June 1, 2003 and is available with a lease commitment for 27 months. This would be in addition to the 13% cost reduction as described above and

involves each agency signing a non-cancelable lease agreement with IKON that would expire on September 30, 2005. This contract has been extended to September 30, 2005 to accommodate this option. Agencies will receive this reduction from their monthly payment after a 27 month lease agreement is signed. Agencies will have until July 15, 2003 to decide to sign lease agreements effective June 1, 2003. Please contact Carol Bertrand at 248-596-8060 at IKON for more information. If an agency does not make a decision on or before July 15, 2003, agencies will achieve the savings as described in Option #1) only. See the attached revised pricing titled under "Option #2".

3) No new Ikon analog copier equipment will be acquired except for those that need to be replaced due to mechanical failure. The replacement must be with comparable equipment and will keep the same expiration date as the original equipment lease.

State of Michigan Analog Contract Price Reduction

SYSTEM NAME	LOCATION	ST ZIP CODE	MAKE	MODEL	SERIAL	Contracting		Current		Option #1		Option #2	
						Contracting Monthly Minimum	Contracting Monthly Payment	Current Monthly Minimum	Current Monthly Payment	Option #1 Monthly Minimum	Option #1 Monthly Payment	Option #2 Monthly Minimum	Option #2 Monthly Payment
53 MICHIGAN STATE OF	1399 W CENTER RD	MI 48732 2115	Canon	6230	NNS05387	10000	\$	160.00	6,500	\$	139.20	\$	112.00
54 MICHIGAN STATE OF	141 1ST ST	MI 49036 8600	Canon	6230	NNS06699	10000	\$	187.00	6,500	\$	162.69	\$	130.90
55 MICHIGAN STATE OF	38 4TH ST	MI 49036 8607	Canon	6230	NNS07346	10000	\$	187.00	6,500	\$	162.69	\$	130.90
56 MICHIGAN STATE OF	34625 28 MILE RD	MI 48048 3000	Canon	6230	NNS06659	10000	\$	189.00	6,500	\$	164.43	\$	132.30
57 MICHIGAN STATE OF	3511 BEMIS RD	MI 48197 9307	Canon	6230	NNS06127	10000	\$	214.00	6,500	\$	186.18	\$	149.80
58 MICHIGAN STATE OF	3511 BEMIS RD	MI 48197 9307	Canon	6230	NNS06126	10000	\$	214.00	6,500	\$	186.18	\$	149.80
59 MICHIGAN STATE OF	141 1ST ST	MI 48036 8600	Canon	6230	NNS06698	10000	\$	219.00	6,500	\$	196.53	\$	153.30
60 MICHIGAN STATE OF	34625 28 MILE RD	MI 48048 3000	Canon	6230	NNS06698	10000	\$	222.00	6,500	\$	193.14	\$	155.40
61 MICHIGAN STATE OF	16770 S WATER TOWER DR	MI 48788 1637	Canon	6230	NNS05271	10000	\$	251.00	6,500	\$	218.37	\$	175.70
62 MICHIGAN STATE OF	530 W ALLEGAN ST BSMF	MI 48933 1521	Canon	6230	NNS06153	10000	\$	251.00	6,500	\$	218.37	\$	175.70
63 MICHIGAN STATE OF	LUDINGTON STATE PARK M116	MI 48431 0000	Canon	6230	NNS05856	10000	\$	251.00	6,500	\$	218.37	\$	175.70
64 MICHIGAN STATE OF	301 E LOUIS GLUCK HWY	MI 49201 1535	Canon	6230	NNS06192	10000	\$	251.00	6,500	\$	218.37	\$	175.70
65 MICHIGAN STATE OF	3502 E WASHINGTON RD	MI 48601 9622	Canon	6230	NNS06611	10000	\$	251.00	6,500	\$	218.37	\$	175.70
66 MICHIGAN STATE OF	530 W ALLEGAN ST BSMF	MI 48933 1521	Canon	6230	NNS06666	10000	\$	251.00	6,500	\$	218.37	\$	175.70
67 MICHIGAN STATE OF	1459 S GRAHAM RD	MI 48609 9712	Canon	6230	NNS06176	10000	\$	258.00	6,500	\$	224.46	\$	180.60
68 MICHIGAN STATE OF	9625 PIERCE RD	MI 48923 8102	Canon	6230	NNS09253	10000	\$	258.00	6,500	\$	224.46	\$	180.60
69 MICHIGAN STATE OF	350 OTTAWA AVE NW UNIT 13	MI 48503 2316	Canon	6230	NNS07294	10000	\$	268.00	6,500	\$	224.46	\$	180.60
70 MICHIGAN STATE OF	208 W HATCH ST	MI 48931 1410	Canon	6230	NNS09347	10000	\$	276.00	6,500	\$	240.12	\$	183.20
71 MICHIGAN STATE OF	8667 CASS CITY RD	MI 48726 9676	Canon	6230	NNS05827	10000	\$	285.00	6,500	\$	246.21	\$	188.10
72 MICHIGAN STATE OF	3225 JOHN CONLEY DR	MI 48446 2987	Canon	6230	NNS05391	10000	\$	285.00	6,500	\$	247.95	\$	189.50
73 MICHIGAN STATE OF	1498 DOVER DR STE A	MI 48665 5500	Canon	6230	NNS05811	10000	\$	285.00	6,500	\$	247.95	\$	189.50
74 MICHIGAN STATE OF	3201 BEMIS RD	MI 48197 9307	Canon	6230	NNS05428	10000	\$	285.00	6,500	\$	247.95	\$	189.50
75 MICHIGAN STATE OF	3201 BEMIS RD	MI 48197 9307	Canon	6230	NNS05467	10000	\$	285.00	6,500	\$	247.95	\$	189.50
76 MICHIGAN STATE OF	3201 BEMIS RD	MI 48197 9307	Canon	6230	NNS05472	10000	\$	285.00	6,500	\$	247.95	\$	189.50
77 MICHIGAN STATE OF	322 E STOCKBRIDGE AVE	MI 49001 2973	Canon	6230	NNS05356	10000	\$	285.00	6,500	\$	247.95	\$	189.50
78 MICHIGAN STATE OF	1040 S WINTER ST STE 3017	MI 48221 9878	Canon	6230	NNS09732	10000	\$	285.00	6,500	\$	247.95	\$	189.50
79 MICHIGAN STATE OF	1048 PIERPONT	MI 48913 0001	Canon	6230	NNS05764	10000	\$	285.00	6,500	\$	247.95	\$	189.50
80 MICHIGAN STATE OF	1070 S TELEGRAPH RD	MI 48161 4056	Canon	6230	NNS05791	10000	\$	285.00	6,500	\$	247.95	\$	189.50
81 MICHIGAN STATE OF	1165 ELVIEW DR STE 4	MI 48735 2041	Canon	6230	NNS05839	10000	\$	285.00	6,500	\$	247.95	\$	189.50
82 MICHIGAN STATE OF	1209 S GARFIELD AVE STE E	MI 48686 4330	Canon	6230	NNS05937	10000	\$	285.00	6,500	\$	247.95	\$	189.50
83 MICHIGAN STATE OF	13000 DEQUINDE ST	MI 48212 2159	Canon	6230	NNS05734	10000	\$	285.00	6,500	\$	247.95	\$	189.50
84 MICHIGAN STATE OF	1641 PORTER ST	MI 48216 1935	Canon	6230	NNS05100	10000	\$	285.00	6,500	\$	247.95	\$	189.50
85 MICHIGAN STATE OF	165 E MAIN ST STE 102	MI 48022 4432	Canon	6230	NNS05479	10000	\$	285.00	6,500	\$	247.95	\$	189.50
86 MICHIGAN STATE OF	19251 MACK AVE STE 525	MI 48236 2883	Canon	6230	NNS09639	10000	\$	285.00	6,500	\$	247.95	\$	189.50
87 MICHIGAN STATE OF	20500 EUREKA RD STE 210	MI 48180 6384	Canon	6230	NNS09739	10000	\$	285.00	6,500	\$	247.95	\$	189.50
88 MICHIGAN STATE OF	229 ELIZABETH LAKE RD	MI 48958 2337	Canon	6230	NNS05828	10000	\$	285.00	6,500	\$	247.95	\$	189.50
89 MICHIGAN STATE OF	2590 GREENFIELD RD STE 303	MI 48231 1033	Canon	6230	NNS05772	10000	\$	285.00	6,500	\$	247.95	\$	189.50
90 MICHIGAN STATE OF	303 W WATER ST STE 204	MI 48503 5600	Canon	6230	NNS05784	10000	\$	285.00	6,500	\$	247.95	\$	189.50
91 MICHIGAN STATE OF	3810 PACKARD ST STE 170	MI 48108 2054	Canon	6230	NNS05859	10000	\$	285.00	6,500	\$	247.95	\$	189.50
92 MICHIGAN STATE OF	3880 2ND ST STE 200	MI 48184 1755	Canon	6230	NNS05859	10000	\$	285.00	6,500	\$	247.95	\$	189.50
93 MICHIGAN STATE OF	3880 2ND ST STE 200	MI 48184 1755	Canon	6230	NNS05859	10000	\$	285.00	6,500	\$	247.95	\$	189.50
94 MICHIGAN STATE OF	4210 S WESTMEAD AVE	MI 48008 3282	Canon	6230	NNS05859	10000	\$	285.00	6,500	\$	247.95	\$	189.50
95 MICHIGAN STATE OF	434 RIVERSIDE DR STE 202	MI 49015 8440	Canon	6230	NNS05826	10000	\$	285.00	6,500	\$	247.95	\$	189.50
96 MICHIGAN STATE OF	43830 HAYES RD STE 120	MI 48038 8536	Canon	6230	NNS09883	10000	\$	285.00	6,500	\$	247.95	\$	189.50
97 MICHIGAN STATE OF	503 W FORT ST FL 2	MI 48226 3290	Canon	6230	NNS06130	10000	\$	285.00	6,500	\$	247.95	\$	189.50
98 MICHIGAN STATE OF	503 W FORT ST FL 2	MI 48226 3290	Canon	6230	NNS06130	10000	\$	285.00	6,500	\$	247.95	\$	189.50
99 MICHIGAN STATE OF	614 J MILLWALK AVE STE 6	MI 48706 2965	Canon	6230	NNS05836	10000	\$	285.00	6,500	\$	247.95	\$	189.50
100 MICHIGAN STATE OF	707 W JOHN WALKER ST FL 4	MI 48607 1533	Canon	6230	NNS05823	10000	\$	285.00	6,500	\$	247.95	\$	189.50
101 MICHIGAN STATE OF	828 N STATE ST STE B	MI 48202 2943	Canon	6230	NNS05834	10000	\$	285.00	6,500	\$	247.95	\$	189.50
102 MICHIGAN STATE OF	828 N STATE ST STE B	MI 48202 2943	Canon	6230	NNS05834	10000	\$	285.00	6,500	\$	247.95	\$	189.50
103 MICHIGAN STATE OF	11950 E 12 MILE RD STE 130	MI 48066 1832	Canon	6230	NNS06172	10000	\$	285.00	6,500	\$	247.95	\$	189.50
104 MICHIGAN STATE OF	2590 WILDER RD	MI 48705 9289	Canon	6230	NNS05860	10000	\$	285.00	6,500	\$	247.95	\$	189.50

Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)

Option #2 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)

State of Michigan Analog Contract Price Reduction

SYSTEM NAME	LOCATION	ST ZIP CODE	MAKE	MODEL	SERIAL	Contracting		Current		Option #1		Option #2			
						Contracting Monthly Minimum	Contracting Monthly Payment	Current Monthly Minimum	Current Monthly Payment	Option #1 Monthly Minimum	Option #1 Monthly Payment	Option #2 Monthly Minimum	Option #2 Monthly Payment		
53 MICHIGAN STATE OF	1399 W CENTER RD					10000	\$	160.00	\$	139.20	\$	112.00	\$	(48.00)	-30%
54 MICHIGAN STATE OF	141 1ST ST					10000	\$	187.00	\$	162.69	\$	130.90	\$	(56.10)	-30%
55 MICHIGAN STATE OF	38 4TH ST					10000	\$	187.00	\$	162.69	\$	130.90	\$	(56.10)	-30%
56 MICHIGAN STATE OF	34625 28 MILE RD					10000	\$	189.00	\$	164.43	\$	132.30	\$	(56.70)	-30%
57 MICHIGAN STATE OF	3511 BEMIS RD					10000	\$	214.00	\$	186.18	\$	149.80	\$	(64.20)	-30%
58 MICHIGAN STATE OF	3511 BEMIS RD					10000	\$	214.00	\$	186.18	\$	149.80	\$	(64.20)	-30%
59 MICHIGAN STATE OF	141 1ST ST					10000	\$	219.00	\$	198.53	\$	153.30	\$	(65.70)	-30%
60 MICHIGAN STATE OF	34625 28 MILE RD					10000	\$	222.00	\$	193.14	\$	155.40	\$	(66.80)	-30%
61 MICHIGAN STATE OF	16770 S WATER TOWER DR					10000	\$	251.00	\$	218.37	\$	175.70	\$	(75.30)	-30%
62 MICHIGAN STATE OF	530 W ALLEGAN ST BSMF					10000	\$	251.00	\$	218.37	\$	175.70	\$	(75.30)	-30%
63 MICHIGAN STATE OF	LUDINGTON STATE PARK M116					10000	\$	251.00	\$	218.37	\$	175.70	\$	(75.30)	-30%
64 MICHIGAN STATE OF	301 E LOUIS GLUCK HWY					10000	\$	251.00	\$	218.37	\$	175.70	\$	(75.30)	-30%
65 MICHIGAN STATE OF	3502 E WASHINGTON RD					10000	\$	251.00	\$	218.37	\$	175.70	\$	(75.30)	-30%
66 MICHIGAN STATE OF	530 W ALLEGAN ST BSMF					10000	\$	251.00	\$	218.37	\$	175.70	\$	(75.30)	-30%
67 MICHIGAN STATE OF	1459 S GRAHAM RD					10000	\$	258.00	\$	224.46	\$	180.60	\$	(77.40)	-30%
68 MICHIGAN STATE OF	9625 PIERCE RD					10000	\$	258.00	\$	224.46	\$	180.60	\$	(77.40)	-30%
69 MICHIGAN STATE OF	350 OTTAWA AVE NW UNIT 13					10000	\$	268.00	\$	224.46	\$	180.60	\$	(77.40)	-30%
70 MICHIGAN STATE OF	208 W HATCH ST					10000	\$	276.00	\$	240.12	\$	183.20	\$	(82.80)	-30%
71 MICHIGAN STATE OF	8667 CASS CITY RD					10000	\$	288.00	\$	246.21	\$	188.10	\$	(84.90)	-30%
72 MICHIGAN STATE OF	3225 JOHN CONLEY DR					10000	\$	288.00	\$	246.21	\$	188.10	\$	(84.90)	-30%
73 MICHIGAN STATE OF	1498 DOVER DR STE A					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
74 MICHIGAN STATE OF	3201 BEMIS RD					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
75 MICHIGAN STATE OF	3201 BEMIS RD					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
76 MICHIGAN STATE OF	3201 BEMIS RD					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
77 MICHIGAN STATE OF	322 E STOCKBRIDGE AVE					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
78 MICHIGAN STATE OF	1040 S WINTER ST STE 3017					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
79 MICHIGAN STATE OF	1048 PIERPONT					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
80 MICHIGAN STATE OF	1070 S TELEGRAPH RD					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
81 MICHIGAN STATE OF	1165 ELVIEW DR STE 4					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
82 MICHIGAN STATE OF	1209 S GARFIELD AVE STE E					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
83 MICHIGAN STATE OF	13000 DEQUINDE ST					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
84 MICHIGAN STATE OF	1641 PORTER ST					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
85 MICHIGAN STATE OF	165 E MAIN ST STE 102					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
86 MICHIGAN STATE OF	19251 MACK AVE STE 525					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
87 MICHIGAN STATE OF	20500 EUREKA RD STE 210					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
88 MICHIGAN STATE OF	229 ELIZABETH LAKE RD					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
89 MICHIGAN STATE OF	2590 GREENFIELD RD STE 303					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
90 MICHIGAN STATE OF	2590 GREENFIELD RD STE 303					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
91 MICHIGAN STATE OF	303 W WATER ST STE 204					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
92 MICHIGAN STATE OF	3810 PACKARD ST STE 170					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
93 MICHIGAN STATE OF	3880 2ND ST STE 200					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
94 MICHIGAN STATE OF	3880 2ND ST STE 200					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
95 MICHIGAN STATE OF	4210 S WESTMEAD AVE					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
96 MICHIGAN STATE OF	4210 S WESTMEAD AVE					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
97 MICHIGAN STATE OF	43830 HAYES RD STE 120					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
98 MICHIGAN STATE OF	503 W FORT ST FL 2					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
99 MICHIGAN STATE OF	614 J MCKINNON ST					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
100 MICHIGAN STATE OF	707 W MILLWAUKEE ST FL 4					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
101 MICHIGAN STATE OF	828 N STATE ST STE B					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
102 MICHIGAN STATE OF	19590 E 12 MILE RD STE 130					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
103 MICHIGAN STATE OF	2590 WILDER RD					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%
104 MICHIGAN STATE OF	2590 WILDER RD					10000	\$	288.00	\$	247.95	\$	199.50	\$	(85.50)	-30%

Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)

Option #2 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)

State of Michigan Analog Contract Price Reduction

CUSTOMER NAME	LOCATION	CITY	ST	ZIP CODE	MAKE	MODEL	SERIAL #	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)				Option #2 - Reduced Monthly Minimum Volume and New 22 Month Rate			
								Contracted Monthly Volume	Current Monthly Payment	Option #1 Monthly Payment	\$ Savings	% Savings	Option #2 Monthly Payment	\$ Savings	% Savings		
157 MICHIGAN STATE OF	1755 HARWOOD RD	IONIA	MI	48846 9457	Canon	6545	NJF20682	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	2222.60	\$ (95.40)	-30%	
158 MICHIGAN STATE OF	1755 HARWOOD RD	IONIA	MI	48846 9457	Canon	6545	NJF21611	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	2222.60	\$ (95.40)	-30%	
159 MICHIGAN STATE OF	111 S CAPITOL AVE	IONIA	MI	48933 1591	Canon	6545	NJF21741	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	2222.60	\$ (95.40)	-30%	
160 MICHIGAN STATE OF	1865 HARWOOD RD	IONIA	MI	48846 9457	Canon	6545	NJF21587	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	2222.60	\$ (95.40)	-30%	
161 MICHIGAN STATE OF	5015 S CEDAR ST	LANSING	MI	48910 5494	Canon	6545	NJF21576	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	2222.60	\$ (95.40)	-30%	
162 MICHIGAN STATE OF	777 W RIVERSIDE DR	IONIA	MI	48846 9499	Canon	6545	NJF21591	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	2222.60	\$ (95.40)	-30%	
163 MICHIGAN STATE OF	1109 N UNIVERSITY AVE	ANN ARBOR	MI	48109 1031	Canon	6545	NJF21931	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	2222.60	\$ (95.40)	-30%	
164 MICHIGAN STATE OF	1765 HARWOOD RD	IONIA	MI	48846 9457	Canon	6545	NJF20048	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	2222.60	\$ (95.40)	-30%	
165 MICHIGAN STATE OF	PO BOX 30028	LANSING	MI	48909 7528	Canon	6545	NJF20366	15000	\$ 318.00	9,750	\$ 276.66	\$ (41.34)	-13%	2222.60	\$ (95.40)	-30%	
166 MICHIGAN STATE OF	1120 W STATE FAIR	DETROIT	MI	48203 1040	Canon	6545	NJF19580	15000	\$ 337.00	9,750	\$ 276.66	\$ (41.34)	-13%	2222.60	\$ (95.40)	-30%	
167 MICHIGAN STATE OF	3225 JOHN COMLEY DR	LAPEER	MI	48446 2987	Canon	6545	NJF21037	15000	\$ 337.00	9,750	\$ 293.19	\$ (43.81)	-13%	235.90	\$ (101.10)	-30%	
168 MICHIGAN STATE OF	3225 JOHN COMLEY DR	LAPEER	MI	48446 2987	Canon	6545	NJF21045	15000	\$ 350.50	9,750	\$ 304.94	\$ (45.57)	-13%	245.35	\$ (105.15)	-30%	
169 MICHIGAN STATE OF	530 W ALLEGAN ST	LANSING	MI	48933 1521	Canon	6545	NJF22129	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
170 MICHIGAN STATE OF	3201 BEMIS RD	YPSILANTI	MI	48197 8907	Canon	6545	NJF20043	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
171 MICHIGAN STATE OF	3201 BEMIS RD	YPSILANTI	MI	48197 8907	Canon	6545	NJF20790	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
172 MICHIGAN STATE OF	3201 BEMIS RD	YPSILANTI	MI	48197 8907	Canon	6545	NJF20790	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
173 MICHIGAN STATE OF	3201 BEMIS RD	YPSILANTI	MI	48197 8907	Canon	6545	NJF20864	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
174 MICHIGAN STATE OF	100 MCKERRAN BLVD FL 5	POIRT HURON	MI	48060 4021	Canon	6545	NJF21076	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
175 MICHIGAN STATE OF	1048 PIERPOINT DR	LANSING	MI	48911 5976	Canon	6545	NJF21586	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
176 MICHIGAN STATE OF	116 W ALLEGAN ST	LANSING	MI	48933 1701	Canon	6545	NJF21577	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
177 MICHIGAN STATE OF	1200 6TH ST STE 1603	DETROIT	MI	48226 2415	Canon	6545	NJF21081	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
178 MICHIGAN STATE OF	2580 WILDER RD	BAY CITY	MI	48706 9289	Canon	6545	NJF21760	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
179 MICHIGAN STATE OF	4000 COLLINS RD	LANSING	MI	48910 5883	Canon	6545	NJF21745	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
180 MICHIGAN STATE OF	525 W ALLEGAN	LANSING	MI	48913 0001	Canon	6545	NJF21783	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
181 MICHIGAN STATE OF	525 W ALLEGAN	LANSING	MI	48913 0001	Canon	6545	NJF21784	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
182 MICHIGAN STATE OF	525 W ALLEGAN	LANSING	MI	48913 0001	Canon	6545	NJF21789	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
183 MICHIGAN STATE OF	530 W ALLEGAN ST	LANSING	MI	48913 0001	Canon	6545	NJF21789	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
184 MICHIGAN STATE OF	530 W ALLEGAN ST	LANSING	MI	48933 1521	Canon	6545	NJF21079	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
185 MICHIGAN STATE OF	530 W ALLEGAN ST	LANSING	MI	48933 1521	Canon	6545	NJF21079	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
186 MICHIGAN STATE OF	100 W WASHINGTON ST	LANSING	MI	48933 1529	Canon	6545	NJF20216	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
187 MICHIGAN STATE OF	400 S PINE ST STE 103	LANSING	MI	48933 2250	Canon	6545	NJF21552	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
188 MICHIGAN STATE OF	503 N EUCLID AVE STE 9	BAY CITY	MI	48706 2965	Canon	6545	NJF21087	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
189 MICHIGAN STATE OF	503 N EUCLID AVE STE 9	BAY CITY	MI	48706 2965	Canon	6545	NJF21581	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
190 MICHIGAN STATE OF	525 W ALLEGAN	LANSING	MI	48913 0001	Canon	6545	NJF21745	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
191 MICHIGAN STATE OF	530 W ALLEGAN ST FL 8	LANSING	MI	48933 1521	Canon	6545	NJF21732	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
192 MICHIGAN STATE OF	530 W ALLEGAN ST FL 8	LANSING	MI	48933 1521	Canon	6545	NJF21732	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
193 MICHIGAN STATE OF	1212 COPPORATE DR	MCOUNT PLEASANT	MI	48933 1020	Canon	6545	NJF21912	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
194 MICHIGAN STATE OF	300 N PINE ST FL 4	LANSING	MI	48933 8007	Canon	6545	NJF21546	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
195 MICHIGAN STATE OF	400 N PINE ST FL 4	LANSING	MI	48933 8007	Canon	6545	NJF21546	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
196 MICHIGAN STATE OF	1312 OAKLAND DR	KALAMAZOO	MI	49008 1205	Canon	6545	NJF21548	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
197 MICHIGAN STATE OF	1312 OAKLAND DR	KALAMAZOO	MI	49008 1205	Canon	6545	NJF20273	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
198 MICHIGAN STATE OF	1312 OAKLAND DR	KALAMAZOO	MI	49008 1205	Canon	6545	NJF22028	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
199 MICHIGAN STATE OF	7707 BIRKLE ST FL 1	LANSING	MI	48910 1205	Canon	6545	NJF22447	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
200 MICHIGAN STATE OF	9625 PIERCE RD	FREELAND	MI	48823 8102	Canon	6545	NJF22340	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
201 MICHIGAN STATE OF	9625 PIERCE RD	FREELAND	MI	48823 8102	Canon	6545	NJF21981	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
202 MICHIGAN STATE OF	9625 PIERCE RD	FREELAND	MI	48823 8102	Canon	6545	NJF22077	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
203 MICHIGAN STATE OF	34206 VAN DYKE AVE	FREELAND	MI	48823 8102	Canon	6545	NJF22122	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
204 MICHIGAN STATE OF	34625 28 MILE RD	STERLING HEIGHTS	MI	48312 4647	Canon	6545	NJF22517	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
205 MICHIGAN STATE OF	34625 28 MILE RD	STERLING HEIGHTS	MI	48312 4647	Canon	6545	NJF22517	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
206 MICHIGAN STATE OF	34625 28 MILE RD	STERLING HEIGHTS	MI	48312 4647	Canon	6545	NJF22486	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
207 MICHIGAN STATE OF	530 W ALLEGAN ST FL 8	LANSING	MI	48933 1521	Canon	6545	NJF22891	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	
208 MICHIGAN STATE OF	9625 PIERCE RD	FREELAND	MI	48823 8102	Canon	6545	NJF22867	15000	\$ 351.00	9,750	\$ 305.37	\$ (45.63)	-13%	245.70	\$ (105.30)	-30%	

State of Michigan Analog Contract Price Reduction

CUSTOMER NAME	LOCATION	CITY	ST	ZIP CODE	MAKE	MODEL	SERIAL	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)		Option #2 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)				
								Contracted Monthly Minimum Volume	Current Monthly Payment	Option #1 Monthly Minimum Payment	\$ Savings	% Savings	Option #2 Monthly Minimum Payment	\$ Savings	% Savings	
208 MICHIGAN STATE OF	9625 PIERCE RD	FREELAND	MI	48623 8102	Canon	6545	NJF22820	15000	\$ 351.00	\$ 9,750	\$ 305.37	\$ (45.63)	-13%	\$ 245.70	\$ (105.30)	-30%
210 MICHIGAN STATE OF	PO BOX 30028	EAST TAWAS	MI	48730 9422	Canon	6545	NJF21091	45000	\$ 855.00	29,250	\$ 743.85	\$ (111.15)	-13%	\$ 598.50	\$ (256.50)	-30%
212 MICHIGAN STATE OF	230 HURON RD	GRAYLING	MI	48738 1935	Canon	6545	NJF21072	45000	\$ 855.00	29,250	\$ 743.85	\$ (111.15)	-13%	\$ 598.50	\$ (256.50)	-30%
213 MICHIGAN STATE OF	14000 SCHOOLCRAFT ST	DETROIT	MI	48227 3139	Canon	6545	NJF21080	45000	\$ 855.00	29,250	\$ 743.85	\$ (111.15)	-13%	\$ 598.50	\$ (256.50)	-30%
214 MICHIGAN STATE OF	14000 SCHOOLCRAFT ST	DETROIT	MI	48227 3139	Canon	6545	NJF21096	45000	\$ 855.00	29,250	\$ 743.85	\$ (111.15)	-13%	\$ 598.50	\$ (256.50)	-30%
215 MICHIGAN STATE OF	3044 W GRAND BLVD	DETROIT	MI	48202 3057	Canon	6545	NJF21077	45000	\$ 855.00	29,250	\$ 743.85	\$ (111.15)	-13%	\$ 598.50	\$ (256.50)	-30%
216 MICHIGAN STATE OF	201 W RAILROAD ST	SAINT JOHNS	MI	48879 1547	Canon	6545	NJF21795	45000	\$ 855.00	29,250	\$ 743.85	\$ (111.15)	-13%	\$ 598.50	\$ (256.50)	-30%
217 MICHIGAN STATE OF	235 S GRAND AVE STE 301	LANSING	MI	48933 1805	Canon	6545	NJF21089	45000	\$ 855.00	29,250	\$ 743.85	\$ (111.15)	-13%	\$ 598.50	\$ (256.50)	-30%
218 MICHIGAN STATE OF	10641 WATERGATE RD	CADILLAC	MI	48601 9456	Canon	6545	NJF21048	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
219 MICHIGAN STATE OF	396 GLENDALE ST	HIGHLAND PARK	MI	48203 3214	Canon	6545	NJF20872	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
220 MICHIGAN STATE OF	396 GLENDALE ST	HIGHLAND PARK	MI	48203 3214	Canon	6545	NJF21042	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
221 MICHIGAN STATE OF	396 GLENDALE ST	HIGHLAND PARK	MI	48203 3214	Canon	6545	NJF21073	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
222 MICHIGAN STATE OF	396 GLENDALE ST	HIGHLAND PARK	MI	48203 3214	Canon	6545	NJF21075	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
223 MICHIGAN STATE OF	396 GLENDALE ST	HIGHLAND PARK	MI	48203 3214	Canon	6545	NJF21088	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
224 MICHIGAN STATE OF	8655 GREENFIELD RD	DETROIT	MI	48228 2224	Canon	6545	NJF20869	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
225 MICHIGAN STATE OF	14061 LAPPIN ST	DETROIT	MI	48205 2374	Canon	6545	NJF20888	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
226 MICHIGAN STATE OF	14061 LAPPIN ST	DETROIT	MI	48205 2374	Canon	6545	NJF21051	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
227 MICHIGAN STATE OF	14061 LAPPIN ST	DETROIT	MI	48205 2374	Canon	6545	NJF21065	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
228 MICHIGAN STATE OF	14061 LAPPIN ST	DETROIT	MI	48205 2374	Canon	6545	NJF21089	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
229 MICHIGAN STATE OF	14061 LAPPIN ST	DETROIT	MI	48205 2374	Canon	6545	NJF21733	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
230 MICHIGAN STATE OF	1599 WASHINGTON ST	MIDLAND	MI	48205 2374	Canon	6545	NJF21733	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
231 MICHIGAN STATE OF	234 W BARAGA AVE	MARQUETTE	MI	48840 5685	Canon	6545	NJF21105	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
232 MICHIGAN STATE OF	234 W BARAGA AVE	MARQUETTE	MI	48853 4751	Canon	6545	NJF21006	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
233 MICHIGAN STATE OF	41000 WOODWARD AVE	BLOOMFIELD	MI	48304 5130	Canon	6545	NJF21008	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
234 MICHIGAN STATE OF	692 E MAIN ST	CENTREVILLE	MI	49032 9627	Canon	6545	NJF21082	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
235 MICHIGAN STATE OF	800 WATER TOWER RD	BIG RAPIDS	MI	49307 2161	Canon	6545	NJF21066	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
236 MICHIGAN STATE OF	1975 W MAIN ST	OWOSSO	MI	48867 8317	Canon	6545	NJF21788	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
237 MICHIGAN STATE OF	1975 W MAIN ST STE 1	OWOSSO	MI	48867 8317	Canon	6545	NJF21594	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
238 MICHIGAN STATE OF	1975 W MAIN ST STE 1	OWOSSO	MI	48867 8317	Canon	6545	NJF21785	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
239 MICHIGAN STATE OF	201 W RAILROAD ST	SAINT JOHNS	MI	48879 1547	Canon	6545	NJF21528	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
240 MICHIGAN STATE OF	201 W RAILROAD ST	SAINT JOHNS	MI	48879 1547	Canon	6545	NJF21648	45000	\$ 954.00	29,250	\$ 829.98	\$ (124.02)	-13%	\$ 667.90	\$ (286.20)	-30%
241 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	6545	NJF20708	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
242 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	6545	NJF20763	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
243 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	6545	NJF20766	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
244 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	6545	NJF20788	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
245 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	6545	NJF20786	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
246 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	6545	NJF20866	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
247 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	6545	NJF20967	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
248 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	6545	NJF21178	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
249 MICHIGAN STATE OF	1040 S WINTERS ST	CARO	MI	48223 8293	Canon	6545	NJF21095	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
250 MICHIGAN STATE OF	1238 CARPENTER AVE	ADRIAN	MI	48221 3976	Canon	6545	NJF21087	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
251 MICHIGAN STATE OF	2146 E HURON RD	IRON MOUNTAIN	MI	48901 9422	Canon	6545	NJF21610	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
252 MICHIGAN STATE OF	2146 E HURON RD	EAST TAWAS	MI	48730 9422	Canon	6545	NJF21612	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
253 MICHIGAN STATE OF	301 E LEAD ST	BESSEMER	MI	48911 1459	Canon	6545	NJF21592	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
254 MICHIGAN STATE OF	337 BRADY AVE	CASPIAN	MI	48915 0000	Canon	6545	NJF21748	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
255 MICHIGAN STATE OF	6534 W JEFFERSON AVE	DETROIT	MI	48209 3046	Canon	6545	NJF21115	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
256 MICHIGAN STATE OF	6534 W JEFFERSON AVE OFC	DETROIT	MI	48209 3046	Canon	6545	NJF21064	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
257 MICHIGAN STATE OF	6534 W JEFFERSON AVE OFC	DETROIT	MI	48209 3046	Canon	6545	NJF21117	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
258 MICHIGAN STATE OF	226 S GRAND AVE STE 1101	LANSING	MI	48933 1805	Canon	6545	NJF21520	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
259 MICHIGAN STATE OF	226 S GRAND AVE STE 1205	LANSING	MI	48933 1805	Canon	6545	NJF21527	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%
260 MICHIGAN STATE OF	226 S GRAND AVE STE 1305	LANSING	MI	48933 1805	Canon	6545	NJF21524	45000	\$ 1,055.00	29,250	\$ 916.11	\$ (136.89)	-13%	\$ 737.10	\$ (315.90)	-30%

State of Michigan Analog Contract Price Reduction

CUSTOMER NAME	LOCATION	CITY	ST	ZIP CODE	MAKE	MODEL	SERIAL	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)		Option #2 - Reduced Monthly Minimum Volume and New 27 Month Lease Agreement				
								Contracted Monthly Minimum Volume	Current Monthly Payment	Option #1 Monthly Minimum Payment	\$ Savings	% Savings	Option #2 Monthly Minimum Payment	\$ Savings	% Savings	
261 MICHIGAN STATE OF	235 S GRAND AVE STE 1318	LANSING	MI	48933 1805	Canon	6545	NJF21821	45000	\$ 1,053.00	29,250	\$ 916.11	\$ (136.89)	-13%	737.10	\$ (315.90)	-30%
262 MICHIGAN STATE OF	235 S GRAND AVE STE 1514	LANSING	MI	48933 1805	Canon	6545	NJF21826	45000	\$ 1,053.00	29,250	\$ 916.11	\$ (136.89)	-13%	737.10	\$ (315.90)	-30%
263 MICHIGAN STATE OF	235 S GRAND AVE STE 310	LANSING	MI	48933 1805	Canon	6545	NJF21841	45000	\$ 1,053.00	29,250	\$ 916.11	\$ (136.89)	-13%	737.10	\$ (315.90)	-30%
264 MICHIGAN STATE OF	235 S GRAND AVE STE 801	LANSING	MI	48933 1805	Canon	6545	NJF21849	45000	\$ 1,053.00	29,250	\$ 916.11	\$ (136.89)	-13%	737.10	\$ (315.90)	-30%
265 MICHIGAN STATE OF	235 S GRAND AVE STE 912	LANSING	MI	48933 1805	Canon	6545	NJF21540	45000	\$ 1,053.00	29,250	\$ 916.11	\$ (136.89)	-13%	737.10	\$ (315.90)	-30%
266 MICHIGAN STATE OF	2420 CHAMBERS RD	CAHO	MI	48723 8217	Canon	6545	CAH0	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
267 MICHIGAN STATE OF	3225 JOHN CONLEY DR	LAPEER	MI	48446 2987	Canon	6551	NJF21938	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
268 MICHIGAN STATE OF	3225 JOHN CONLEY DR	LAPEER	MI	48446 2987	Canon	6551	NJF21940	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
269 MICHIGAN STATE OF	608 W ALLEGAN ST FL 4	LANSING	MI	48933 1524	Canon	6551	NJF21940	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
270 MICHIGAN STATE OF	608 W ALLEGAN ST FL 4	LANSING	MI	48933 1524	Canon	6551	NJF21940	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
271 MICHIGAN STATE OF	1389 W CENTER RD	ESSEXVILLE	MI	48732 2115	Canon	6551	NJF20572	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
272 MICHIGAN STATE OF	430 W ALLEGAN ST FL 1	LANSING	MI	48922 0001	Canon	6551	NJF20641	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
273 MICHIGAN STATE OF	430 W ALLEGAN ST FL 1	LANSING	MI	48922 0001	Canon	6551	NJF20644	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
274 MICHIGAN STATE OF	201 N WASHINGTON SQ	LANSING	MI	48933 1321	Canon	6551	NJF21792	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
275 MICHIGAN STATE OF	400 S PINE ST BSMT	LANSING	MI	48933 2250	Canon	6551	NJF21792	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
276 MICHIGAN STATE OF	47500 FIVE MILE RD	LANSING	MI	48170 2487	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
277 MICHIGAN STATE OF	530 W ALLEGAN ST	LANSING	MI	48933 1521	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
278 MICHIGAN STATE OF	530 W ALLEGAN ST	LANSING	MI	48933 1521	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
279 MICHIGAN STATE OF	55 E MORLEY DR # 14949	LANSING	MI	48901 9482	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
280 MICHIGAN STATE OF	715 W WILLOW	LANSING	MI	48913 0001	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
281 MICHIGAN STATE OF	7150 E HARRIS ST	LANSING	MI	48906 3335	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
282 MICHIGAN STATE OF	PO BOX 14949	LANSING	MI	48901 9949	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
283 MICHIGAN STATE OF	19 4TH ST	SAGINAW	MI	48306 9605	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
284 MICHIGAN STATE OF	201 N WASHINGTON SQ FL 3	COLDWATER	MI	48306 9605	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
285 MICHIGAN STATE OF	3511 BEMIS RD	LANSING	MI	48933 1321	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
286 MICHIGAN STATE OF	3511 BEMIS RD	LANSING	MI	48197 9307	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
287 MICHIGAN STATE OF	3511 BEMIS RD	LANSING	MI	48197 9307	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
288 MICHIGAN STATE OF	37650 PROFESSIONAL CENTER DR	YPSILANTI	MI	48154 1199	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
289 MICHIGAN STATE OF	38 4TH ST	COLDWATER	MI	48936 8607	Canon	6551	NJF21902	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
290 MICHIGAN STATE OF	4000 COLLINS RD	LANSING	MI	48910 5883	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
291 MICHIGAN STATE OF	4000 COLLINS RD	LANSING	MI	48922 0001	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
292 MICHIGAN STATE OF	503 N EUGLID AVE STE 9	LANSING	MI	48706 2865	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
293 MICHIGAN STATE OF	503 N EUGLID AVE STE 9	LANSING	MI	48706 2865	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
294 MICHIGAN STATE OF	141 1ST ST	COLWATER	MI	48936 8600	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
295 MICHIGAN STATE OF	530 W ALLEGAN ST	LANSING	MI	48933 1521	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
296 MICHIGAN STATE OF	530 W ALLEGAN ST	LANSING	MI	48933 1521	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
297 MICHIGAN STATE OF	8885 RICKS RD	LANSING	MI	48917 5970	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
298 MICHIGAN STATE OF	1008 PERPONT DR STE 4	LANSING	MI	48911 5976	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
299 MICHIGAN STATE OF	1332 OKLAND DR	KALAMAZOO	MI	49008 1205	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
300 MICHIGAN STATE OF	7707 RICKLE ST	LANSING	MI	48917 9569	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
301 MICHIGAN STATE OF	7707 RICKLE ST FL 1	LANSING	MI	48917 9569	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
302 MICHIGAN STATE OF	PO BOX 30028	LANSING	MI	48909 7528	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
303 MICHIGAN STATE OF	34625 25 MILE RD	NEW HAVEN	MI	48904 3000	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
304 MICHIGAN STATE OF	34625 25 MILE RD	NEW HAVEN	MI	48904 3000	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
305 MICHIGAN STATE OF	7200 CHAMBERS RD	PINCKEY	MI	48169 9209	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
306 MICHIGAN STATE OF	PO BOX 30028	LANSING	MI	48909 7528	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
307 MICHIGAN STATE OF	3423 N WALK BLDV BLD19 R302	LANSING	MI	48909 0000	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
308 MICHIGAN STATE OF	3501 WILLIS RD	MILLAN	MI	48180 8820	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
309 MICHIGAN STATE OF	3501 WILLIS RD	MILLAN	MI	48180 8820	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
310 MICHIGAN STATE OF	530 W ALLEGAN ST	LANSING	MI	48933 1521	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
311 MICHIGAN STATE OF	530 W ALLEGAN ST	LANSING	MI	48933 1521	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%
312 MICHIGAN STATE OF	PO BOX 30028	LANSING	MI	48909 7528	Canon	6551	NJF21854	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	319.20	\$ (136.80)	-30%

State of Michigan Analog Contract Price Reduction

CUSTOMER NAME	LOCATION	CITY	ST	ZIP CODE	TAKE	MODEL	SERIAL #	Current Contract			Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)			Option #2 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)		
								Contracted Monthly Volume	Current Monthly Payment	% Savings	Option #1 Monthly Minimum	\$ SAVINGS	% Savings	Option #2 Monthly Minimum	\$ SAVINGS	% Savings
313 MICHIGAN STATE OF	2822 FULLER AVE NE	GRAND RAPIDS	MI	49505 3459	Canon	6551	NIE43752	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	\$ 319.20	\$ (136.80)	-30%
314 MICHIGAN STATE OF	611 W OTTAWA ST FL 1	LANSING	MI	48933 1070	Canon	6551	NIE43901	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	\$ 319.20	\$ (136.80)	-30%
315 MICHIGAN STATE OF	6546 MERCANTILE WASTE 3	LANSING	MI	48909 0000	Canon	6551	NIE43986	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	\$ 319.20	\$ (136.80)	-30%
316 MICHIGAN STATE OF	625 W ALLEGAN ST	LANSING	MI	48933 1502	Canon	6551	NIE44174	25000	\$ 456.00	16,250	\$ 396.72	\$ (59.28)	-13%	\$ 319.20	\$ (136.80)	-30%
317 MICHIGAN STATE OF	3228 JOHN CONLEY DR	LAPER	MI	48446 2987	Canon	6551	NIE39973	25000	\$ 475.00	16,250	\$ 413.25	\$ (61.75)	-13%	\$ 352.50	\$ (146.50)	-30%
318 MICHIGAN STATE OF	7953 ADOBE	KALAMAZOO	MI	49009 5025	Canon	6551	NIE39834	25000	\$ 488.00	16,250	\$ 424.56	\$ (63.44)	-13%	\$ 341.60	\$ (146.40)	-30%
319 MICHIGAN STATE OF	201 N WASHINGTON SQ	LANSING	MI	48933 1321	Canon	6551	NIE39883	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
320 MICHIGAN STATE OF	47500 FIVE MILE RD	PLYMOUTH	MI	48170 2487	Canon	6551	NIE40318	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
321 MICHIGAN STATE OF	0 STATE CAPITOL BL ST	LANSING	MI	48933 0000	Canon	6551	NIE41202	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
322 MICHIGAN STATE OF	245 COLBAIN ST SW	WYOMING	MI	49548 1013	Canon	6551	NIE39831	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
323 MICHIGAN STATE OF	350 OTTAWA AVE NW UNIT 6	GRAND RAPIDS	MI	49503 2316	Canon	6551	NIE39878	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
324 MICHIGAN STATE OF	47500 FIVE MILE RD	PLYMOUTH	MI	48170 2487	Canon	6551	NIE41909	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
325 MICHIGAN STATE OF	47500 FIVE MILE RD	PLYMOUTH	MI	48170 2487	Canon	6551	NIE41925	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
326 MICHIGAN STATE OF	47500 FIVE MILE RD	PLYMOUTH	MI	48170 2487	Canon	6551	NIE42049	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
327 MICHIGAN STATE OF	47500 FIVE MILE RD	PLYMOUTH	MI	48170 2487	Canon	6551	NIE42010	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
328 MICHIGAN STATE OF	4701 W MICHIGAN AVE	JACKSON	MI	49201 0000	Canon	6551	NIE42532	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
329 MICHIGAN STATE OF	3020 W GRAND BLVD STE 12-600	DETROIT	MI	48202 6020	Canon	6551	NIE43289	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
330 MICHIGAN STATE OF	3020 W GRAND BLVD STE 12-600	DETROIT	MI	48202 6020	Canon	6551	NIE43289	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
331 MICHIGAN STATE OF	3028 E GRAND RIV STE 11-35	LANSING	MI	48912 4708	Canon	6551	NIE43936	25000	\$ 499.00	16,250	\$ 434.13	\$ (64.87)	-13%	\$ 349.30	\$ (146.70)	-30%
332 MICHIGAN STATE OF	1865 BALDWIN AVE	PONTIAC	MI	48340 1115	Canon	6551	NIE40317	25000	\$ 1,164.00	16,250	\$ 1,012.68	\$ (151.32)	-13%	\$ 814.80	\$ (346.20)	-30%
333 MICHIGAN STATE OF	1865 BALDWIN AVE	PONTIAC	MI	48340 1115	Canon	6551	NIE40319	25000	\$ 1,164.00	16,250	\$ 1,012.68	\$ (151.32)	-13%	\$ 814.80	\$ (346.20)	-30%
334 MICHIGAN STATE OF	1865 BALDWIN AVE	PONTIAC	MI	48340 1115	Canon	6551	NIE40319	25000	\$ 1,164.00	16,250	\$ 1,012.68	\$ (151.32)	-13%	\$ 814.80	\$ (346.20)	-30%
335 MICHIGAN STATE OF	10641 WATERGATE RD	WALLED LAKE	MI	48390 3334	Canon	6551	NIE40004	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
336 MICHIGAN STATE OF	10641 WATERGATE RD	WALLED LAKE	MI	48390 3334	Canon	6551	NIE40063	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
337 MICHIGAN STATE OF	14061 SCHOOLCRAFT ST	DETROIT	MI	48227 3139	Canon	6551	NIE40235	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
338 MICHIGAN STATE OF	14061 LAPPIN ST	DETROIT	MI	48205 2374	Canon	6551	NIE40596	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
339 MICHIGAN STATE OF	322 E STOCKBRIDGE AVE	KALAMAZOO	MI	49001 2873	Canon	6551	NIE40598	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
340 MICHIGAN STATE OF	4505 STOCKBRIDGE AVE	KALAMAZOO	MI	49204 2025	Canon	6551	NIE40594	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
341 MICHIGAN STATE OF	4505 OAKMAN BLVD	DETROIT	MI	48204 2025	Canon	6551	NIE40594	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
342 MICHIGAN STATE OF	5131 GRAND RIVER AVE	DETROIT	MI	48204 2025	Canon	6551	NIE40636	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
343 MICHIGAN STATE OF	5131 GRAND RIVER AVE	DETROIT	MI	48208 2055	Canon	6551	NIE40693	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
344 MICHIGAN STATE OF	5131 GRAND RIVER AVE	DETROIT	MI	48208 2055	Canon	6551	NIE40694	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
345 MICHIGAN STATE OF	609 N STATE ST	STANTON	MI	48208 2055	Canon	6551	NIE40686	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
346 MICHIGAN STATE OF	8031 THREMAN ST	DETROIT	MI	48208 2055	Canon	6551	NIE40686	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
347 MICHIGAN STATE OF	8655 GREENFIELD RD	DETROIT	MI	48204 3469	Canon	6551	NIE40597	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
348 MICHIGAN STATE OF	920 E LINCOLN AVE	IDA	MI	48228 2224	Canon	6551	NIE40597	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
349 MICHIGAN STATE OF	1509 WASHINGTON ST	MIDLAND	MI	48846 1933	Canon	6551	NIE40609	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
350 MICHIGAN STATE OF	235 N SAGINAW ST	PONTIAC	MI	48840 5685	Canon	6551	NIE40585	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
351 MICHIGAN STATE OF	235 N SAGINAW ST	PONTIAC	MI	48842 2057	Canon	6551	NIE40585	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
352 MICHIGAN STATE OF	3044 W GRAND BLVD	DETROIT	MI	48342 2057	Canon	6551	NIE40005	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
353 MICHIGAN STATE OF	31170 JOHN R RD	MADISON HEIGHTS	MI	48202 3037	Canon	6551	NIE40222	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
354 MICHIGAN STATE OF	31170 JOHN R RD	MADISON HEIGHTS	MI	48071 4647	Canon	6551	NIE40006	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
355 MICHIGAN STATE OF	41000 WOODWARD AVE STE 200	BLOOMFIELD	MI	48071 4647	Canon	6551	NIE40006	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
356 MICHIGAN STATE OF	701 S ELMWOOD AVE STE 200	TRAVERSE CITY	MI	48071 4647	Canon	6551	NIE40016	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
357 MICHIGAN STATE OF	800 WATERS TOWER RD	BIG RAPIDS	MI	49894 3185	Canon	6551	NIE40003	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
358 MICHIGAN STATE OF	701 S ELMWOOD AVE STE 200	BIG RAPIDS	MI	49894 3185	Canon	6551	NIE40003	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
359 MICHIGAN STATE OF	PO BOX 1609	MIDLAND	MI	49947 1807	Canon	6551	NIE40231	25000	\$ 1,388.00	16,250	\$ 1,180.16	\$ (177.84)	-13%	\$ 957.60	\$ (410.40)	-30%
360 MICHIGAN STATE OF	3225 JOHN CONLEY DR	LAPER	MI	48446 2987	Canon	6551	NVF96466	25000	\$ 70.00	16,250	\$ 60.90	\$ (9.10)	-13%	\$ 49.00	\$ (21.00)	-30%
361 MICHIGAN STATE OF	1111 W CARO RD # 481	CARO	MI	48723 9201	Canon	7130	NVF93788	2500	\$ 70.00	16,250	\$ 60.90	\$ (9.10)	-13%	\$ 49.00	\$ (21.00)	-30%
362 MICHIGAN STATE OF	3001 NEWBERRY AVE	NEWBERRY	MI	48968 1940	Canon	7130	NVF96466	2500	\$ 75.00	16,250	\$ 65.25	\$ (9.75)	-13%	\$ 52.50	\$ (22.50)	-30%
363 MICHIGAN STATE OF	777 W RIVERSIDE DR	IDA	MI	48946 9499	Canon	7130	NVF96466	2500	\$ 75.00	16,250	\$ 65.25	\$ (9.75)	-13%	\$ 52.50	\$ (22.50)	-30%
364 MICHIGAN STATE OF	1670 S WATER TOWER DR	KINCHELOE	MI	49788 1637	Canon	7130	NVF96466	2500	\$ 75.00	16,250	\$ 65.25	\$ (9.75)	-13%	\$ 52.50	\$ (22.50)	-30%

State of Michigan Analog Contract Price Reduction

CUSTOMER NAME	LOCATION	CITY	ST	ZIP CODE	MAKER	MODEL	SERIAL #	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)		Option #2 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)				
								Contracted Monthly Volume	Current Monthly Payment	Option #1 Monthly Minimum Payment	% Savings	Option #2 Monthly Minimum Payment	% Savings			
365 MICHIGAN STATE OF	19 4TH ST	COLDWATER	MI	49036 9605	Canon	7130	NVF39285	2500	\$ 75.00	1,625 \$	65.25 \$	(9.75) \$	-13%	\$ 52.50	(22.50) \$	-30%
366 MICHIGAN STATE OF	38 4TH ST	COLDWATER	MI	49036 8607	Canon	7130	NVF39284	2500	\$ 75.00	1,625 \$	65.25 \$	(9.75) \$	-13%	\$ 52.50	(22.50) \$	-30%
367 MICHIGAN STATE OF	38 4TH ST	COLDWATER	MI	49036 8607	Canon	7130	NVF39288	2500	\$ 75.00	1,625 \$	65.25 \$	(9.75) \$	-13%	\$ 52.50	(22.50) \$	-30%
368 MICHIGAN STATE OF	1775 PORT AUSTIN RD	PORT AUSTIN	MI	48467 9639	Canon	7130	NVF39760	2500	\$ 75.00	1,625 \$	65.25 \$	(9.75) \$	-13%	\$ 52.50	(22.50) \$	-30%
369 MICHIGAN STATE OF	98 4TH ST	COLDWATER	MI	49036 8907	Canon	7130	NVF39759	2500	\$ 75.00	1,625 \$	65.25 \$	(9.75) \$	-13%	\$ 52.50	(22.50) \$	-30%
370 MICHIGAN STATE OF	98 4TH ST	COLDWATER	MI	49036 8907	Canon	7130	NVF39761	2500	\$ 75.00	1,625 \$	65.25 \$	(9.75) \$	-13%	\$ 52.50	(22.50) \$	-30%
371 MICHIGAN STATE OF	PO BOX 30028	LAWSING	MI	48908 7528	Canon	7130	NVF39765	2500	\$ 75.00	1,625 \$	65.25 \$	(9.75) \$	-13%	\$ 52.50	(22.50) \$	-30%
372 MICHIGAN STATE OF	18 4TH ST	COLDWATER	MI	49036 9605	Canon	7130	NVF44155	2500	\$ 75.00	1,625 \$	65.25 \$	(9.75) \$	-13%	\$ 52.50	(22.50) \$	-30%
373 MICHIGAN STATE OF	4343 STATE ROUTE 32	ALPENA	MI	49707 8133	Canon	7130	NVF56600	2500	\$ 75.00	1,625 \$	65.25 \$	(9.75) \$	-13%	\$ 52.50	(22.50) \$	-30%
374 MICHIGAN STATE OF	1399 W CENTER RD	ESSEXVILLE	MI	48732 2115	Canon	7130	NVF36394	2500	\$ 210.00	4,875 \$	182.70 \$	(27.30) \$	-13%	\$ 147.00	(63.00) \$	-30%
375 MICHIGAN STATE OF	201 E COMMERC DR	LTHACA	MI	48847 1601	Canon	7130	NVF36371	2500	\$ 210.00	4,875 \$	182.70 \$	(27.30) \$	-13%	\$ 147.00	(63.00) \$	-30%
376 MICHIGAN STATE OF	301 E LEAD ST	BESSEMER	MI	49911 1459	Canon	7130	NVF36371	2500	\$ 210.00	4,875 \$	182.70 \$	(27.30) \$	-13%	\$ 147.00	(63.00) \$	-30%
377 MICHIGAN STATE OF	27260 PLYMOUTH RD	REDFORD	MI	48293 2300	Canon	7130	NVF29614	2500	\$ 221.94	4,875 \$	193.09 \$	(28.85) \$	-13%	\$ 155.36	(66.59) \$	-30%
378 MICHIGAN STATE OF	1050 INDEPENDENCE BLVD	CHARLOTTE	MI	48813 1032	Canon	7130	NVF32750	2500	\$ 225.00	4,875 \$	195.75 \$	(29.25) \$	-13%	\$ 157.50	(67.50) \$	-30%
379 MICHIGAN STATE OF	430 BARFIELD DR	HASTINGS	MI	49058 9050	Canon	7130	NVF33418	2500	\$ 225.00	4,875 \$	195.75 \$	(29.25) \$	-13%	\$ 157.50	(67.50) \$	-30%
380 MICHIGAN STATE OF	800 WATER TOWER RD	BIG RAPIDS	MI	49307 2161	Canon	7130	NVF32748	2500	\$ 225.00	4,875 \$	195.75 \$	(29.25) \$	-13%	\$ 157.50	(67.50) \$	-30%
381 MICHIGAN STATE OF	1509 WASHINGTON ST	MIDLAND	MI	48640 5685	Canon	7130	NVF28069	2500	\$ 237.00	4,875 \$	206.19 \$	(30.81) \$	-13%	\$ 165.90	(71.10) \$	-30%
382 MICHIGAN STATE OF	10641 W WATERGATE RD	CADILLAC	MI	49601 9424	Canon	7130	NVF36382	2500	\$ 237.00	4,875 \$	206.19 \$	(30.81) \$	-13%	\$ 165.90	(71.10) \$	-30%
383 MICHIGAN STATE OF	706 5TH ST	BAV CITY	MI	48708 5916	Canon	7130	NVF33417	2500	\$ 237.00	4,875 \$	206.19 \$	(30.81) \$	-13%	\$ 165.90	(71.10) \$	-30%
384 MICHIGAN STATE OF	PO BOX 10	BARAGA	MI	49908 0010	Canon	7130	NVF36408	2500	\$ 237.00	4,875 \$	206.19 \$	(30.81) \$	-13%	\$ 165.90	(71.10) \$	-30%
385 MICHIGAN STATE OF	3030 W GRAND BLVD	DETROIT	MI	48202 6030	Canon	7130F	NVH19229	2500	\$ 74.00	1,625 \$	60.90 \$	(9.10) \$	-13%	\$ 48.00	(21.00) \$	-30%
386 MICHIGAN STATE OF	3201 BEIMS RD	YPSILANTI	MI	48197 9307	Canon	7130F	NVH19687	2500	\$ 79.00	1,625 \$	64.38 \$	(9.62) \$	-13%	\$ 51.80	(22.20) \$	-30%
387 MICHIGAN STATE OF	3201 BEIMS RD	YPSILANTI	MI	48197 9307	Canon	7130F	NVH19685	2500	\$ 79.00	1,625 \$	64.38 \$	(9.62) \$	-13%	\$ 51.80	(22.20) \$	-30%
388 MICHIGAN STATE OF	20145 BECK RD	NORTHVILLE	MI	48167 1758	Canon	7130F	NVH23602	2500	\$ 85.00	1,625 \$	73.96 \$	(11.05) \$	-13%	\$ 55.50	(23.50) \$	-30%
389 MICHIGAN STATE OF	4750 FIVE MILE RD	PLYMOUTH	MI	48170 2487	Canon	7130F	NVH19927	2500	\$ 90.00	1,625 \$	78.30 \$	(11.70) \$	-13%	\$ 63.00	(27.00) \$	-30%
390 MICHIGAN STATE OF	PO BOX 323	SAULT S MARIE	MI	49783 0323	Canon	7130F	NVH20341	2500	\$ 90.00	1,625 \$	78.30 \$	(11.70) \$	-13%	\$ 63.00	(27.00) \$	-30%
391 MICHIGAN STATE OF	209 E WASHINGTON AVE STE 100	JACKSON	MI	49201 2354	Canon	7130F	NVH19211	2500	\$ 90.00	1,625 \$	78.30 \$	(11.70) \$	-13%	\$ 63.00	(27.00) \$	-30%
392 MICHIGAN STATE OF	3910 PACKHAWK ST SLE 170	ANN ARBOR	MI	48108 2054	Canon	7130F	NVH23583	2500	\$ 90.00	1,625 \$	78.30 \$	(11.70) \$	-13%	\$ 63.00	(27.00) \$	-30%
393 MICHIGAN STATE OF	927 TERMINAL RD	LAWSING	MI	48906 3064	Canon	7130F	NVH23918	2500	\$ 90.00	1,625 \$	78.30 \$	(11.70) \$	-13%	\$ 63.00	(27.00) \$	-30%
394 MICHIGAN STATE OF	9625 PIERCE RD	FREELAND	MI	48623 8102	Canon	7130F	NVH27119	2500	\$ 90.00	1,625 \$	78.30 \$	(11.70) \$	-13%	\$ 63.00	(27.00) \$	-30%
395 MICHIGAN STATE OF	692 E MAIN ST OFC ATTN	CENTREVILLE	MI	49032 9627	Canon	7130F	NVH20004	2500	\$ 270.00	4,875 \$	234.90 \$	(35.10) \$	-13%	\$ 188.00	(81.00) \$	-30%
396 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	7130F	NVH19060	2500	\$ 288.00	4,875 \$	250.56 \$	(37.44) \$	-13%	\$ 201.60	(86.40) \$	-30%
397 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	7130F	NVH19060	2500	\$ 288.00	4,875 \$	250.56 \$	(37.44) \$	-13%	\$ 201.60	(86.40) \$	-30%
398 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	7130F	NVH19068	2500	\$ 288.00	4,875 \$	250.56 \$	(37.44) \$	-13%	\$ 201.60	(86.40) \$	-30%
399 MICHIGAN STATE OF	2000 CHAMBERS RD	CARO	MI	48723 8293	Canon	7130F	NVH19062	2500	\$ 288.00	4,875 \$	250.56 \$	(37.44) \$	-13%	\$ 201.60	(86.40) \$	-30%
400 MICHIGAN STATE OF	1898 PARNALL RD BLDG 218	JACKSON	MI	49201 8612	Canon	7130F	NVH19092	2500	\$ 74.00	1,625 \$	64.38 \$	(9.62) \$	-13%	\$ 51.80	(22.20) \$	-30%
401 MICHIGAN STATE OF	4533 MARSHALL RD	KINCHELOE	MI	49786 0001	Canon	7130F	H420703549	2500	\$ 74.00	1,625 \$	64.38 \$	(9.62) \$	-13%	\$ 51.80	(22.20) \$	-30%
402 MICHIGAN STATE OF	8201 N CROSWELL RD	SANIT LOUIS	MI	48880 9210	Canon	7130F	H420703567	2500	\$ 79.00	1,625 \$	68.73 \$	(10.27) \$	-13%	\$ 55.30	(23.70) \$	-30%
403 MICHIGAN STATE OF	11611 PINE LAKE RD	PLAINWELL	MI	49060 9225	Canon	7130F	H420710285	2500	\$ 79.00	1,625 \$	68.73 \$	(10.27) \$	-13%	\$ 55.30	(23.70) \$	-30%
404 MICHIGAN STATE OF	11611 PINE LAKE RD	PLAINWELL	MI	49060 9225	Canon	7130F	H420710286	2500	\$ 91.00	1,625 \$	79.17 \$	(11.83) \$	-13%	\$ 63.70	(27.30) \$	-30%
405 MICHIGAN STATE OF	201 N WASHINGTON SQ	LAWSING	MI	48933 1321	Canon	7130F	H4207102817	2500	\$ 96.00	1,625 \$	83.52 \$	(12.48) \$	-13%	\$ 67.20	(28.80) \$	-30%
406 MICHIGAN STATE OF	777 W RIVERSIDE DR	PLAINWELL	MI	48946 9499	Canon	7130F	H4207102835	2500	\$ 96.00	1,625 \$	83.52 \$	(12.48) \$	-13%	\$ 67.20	(28.80) \$	-30%
407 MICHIGAN STATE OF	11611 PINE LAKE RD	PLAINWELL	MI	49060 9225	Canon	7130F	MH4207102834	2500	\$ 96.00	1,625 \$	83.52 \$	(12.48) \$	-13%	\$ 67.20	(28.80) \$	-30%
408 MICHIGAN STATE OF	1040 S WINTER ST # STE3017	ADRIAN	MI	49221 3976	Canon	7130F	H4207103588	2500	\$ 222.00	4,875 \$	193.14 \$	(28.86) \$	-13%	\$ 155.40	(66.60) \$	-30%
409 MICHIGAN STATE OF	2300 E GRAND RIVER AVE STE 1	HOWELL	MI	48843 7577	Canon	7130F	H4207102875	2500	\$ 353.00	4,875 \$	307.11 \$	(45.89) \$	-13%	\$ 247.10	(105.90) \$	-30%
410 MICHIGAN STATE OF	1500 ABBOTT RD STE 400	LAWSING	MI	48909 0000	Canon	7130F	NVH19844	15000	\$ 353.00	9,750 \$	307.11 \$	(45.89) \$	-13%	\$ 247.10	(105.90) \$	-30%
411 MICHIGAN STATE OF	1500 ABBOTT RD STE 400	LAWSING	MI	48909 0000	Canon	7130F	NVH19844	15000	\$ 353.00	9,750 \$	307.11 \$	(45.89) \$	-13%	\$ 247.10	(105.90) \$	-30%
412 MICHIGAN STATE OF	1500 ABBOTT RD STE 400	LAWSING	MI	48909 0000	Canon	7130F	NVH19844	15000	\$ 353.00	9,750 \$	307.11 \$	(45.89) \$	-13%	\$ 247.10	(105.90) \$	-30%
413 MICHIGAN STATE OF	1500 ABBOTT RD STE 400	LAWSING	MI	48909 0000	Canon	7130F	NVH19844	15000	\$ 353.00	9,750 \$	307.11 \$	(45.89) \$	-13%	\$ 247.10	(105.90) \$	-30%
414 MICHIGAN STATE OF	1500 ABBOTT RD STE 400	LAWSING	MI	48909 0000	Canon	7130F	NVH19844	15000	\$ 353.00	9,750 \$	307.11 \$	(45.89) \$	-13%	\$ 247.10	(105.90) \$	-30%
415 MICHIGAN STATE OF	1500 ABBOTT RD STE 400	LAWSING	MI	48909 0000	Canon	7130F	NVH19844	15000	\$ 353.00	9,750 \$	307.11 \$	(45.89) \$	-13%	\$ 247.10	(105.90) \$	-30%
416 MICHIGAN STATE OF	1500 ABBOTT RD STE 400	LAWSING	MI	48909 0000	Canon	7130F	NVH19844	15000	\$ 566.00	8,750 \$	492.42 \$	(73.58) \$	-13%	\$ 396.20	(169.80) \$	-30%

State of Michigan Analog Contract Price Reduction

CUSTOMER NAME	LOCATION	CITY	STATE	ZIP CODE	MAKE	MODEL	SERIAL #	Current Contract		Option #1 - Reduced Monthly Minimum Volume and No Contract Changes (except where highlighted below)				Option #2 - Reduced Monthly Minimum Volume and New Lease Agreement					
								Contracted Monthly Minimum Volume	Current Monthly Payment	Option #1 Monthly Minimum Payment	\$ Savings	% Savings	Option #2 Monthly Minimum Payment	\$ Savings	% Savings				
417 MICHIGAN STATE OF	1500 ABBOTT RD STE 400	LANSING	MI	48909 0000	Canon	IR330S	NOLJ6326	15000	\$ 566.00	9,750	\$ 492.42	(\$ 73.58)	-13%	\$ 396.20	(\$ 169.80)	-30%			
418 MICHIGAN STATE OF	1500 ABBOTT RD STE 400	LANSING	MI	48909 0000	Canon	IR330S	NOLJ6396	15000	\$ 566.00	9,750	\$ 492.42	(\$ 73.58)	-13%	\$ 396.20	(\$ 169.80)	-30%			
419 MICHIGAN STATE OF	1500 ABBOTT RD STE 400	LANSING	MI	48909 0000	Canon	IR330S	NOLJ6399	35000	\$ 465.00	22,750	\$ -	\$ -	-	\$ -	\$ -	-			
420 MICHIGAN STATE OF	613 ABBOTT ST	DETROIT	MI	48226 2587	Canon	IR5000S	MNB04340	35000	\$ 465.00	22,750	\$ -	\$ -	-	\$ -	\$ -	-			
421 MICHIGAN STATE OF	613 ABBOTT ST	DETROIT	MI	48226 2587	Canon	IR5000S	MNB04454	35000	\$ 465.00	22,750	\$ -	\$ -	-	\$ -	\$ -	-			
422 MICHIGAN STATE OF	19 4TH ST	COLLWATER	MI	49036 9605	Canon	M1 10BIN	ZCF91852	-	\$ 16.00	-	\$ -	\$ -	-	\$ -	\$ -	-			
423 MICHIGAN STATE OF	325 M 62	CASSOPOLIS	MI	49031 1056	Canon	SST1M1	ZKNT15666	-	\$ 111.00	-	\$ -	\$ -	-	\$ -	\$ -	-			
424 MICHIGAN STATE OF	325 M 62	CASSOPOLIS	MI	49031 1056	Canon	SST1M1	ZKNT15671	-	\$ 111.00	-	\$ -	\$ -	-	\$ -	\$ -	-			
425 MICHIGAN STATE OF	613 ABBOTT ST	DETROIT	MI	48226 2587	Rioch	AF6513	H63T0500123	-	\$ 1,075.00	-	\$ -	\$ -	-	\$ -	\$ -	-			
426 MICHIGAN STATE OF	1040 S WINTER ST	ADRIAN	MI	49221 3876	Canon	6545	NLF21731	-	\$ 233.94	-	\$ -	\$ -	-	\$ -	\$ -	-			
427 MICHIGAN STATE OF	41190 BRIDGE ST	NOVI	MI	48375 1300	Canon	6545	NLF22908	-	\$ 238.50	-	\$ -	\$ -	-	\$ -	\$ -	-			
428 MICHIGAN STATE OF	38 FOURTH STREET	COLLWATER	MI	48375 1300	Canon	6221	NKU18185	5000	\$ 86.41	3,250	\$ -	\$ -	-	\$ -	\$ -	-			
Current Totals																			
								Monthly Spend	\$ 220,173.94	Option #2 Totals				Option #3 Totals					
								Monthly Spend	\$ 191,551.24	Monthly Spend	\$ 154,121.69								
								Monthly Savings	\$ (28,622.60)	Monthly Savings	\$ (66,052.15)								
								Monthly Savings %	-13%	Monthly Savings %	-30%								
								Annualized Savings	\$ (343,471.19)	Annualized Savings	\$ (792,626.82)								

Please Note: This contract is associated with the original contract. The new contract will expire at the same time as the original contract. But will follow KOL's pricing schedule.

Department of Management and Budget, Acquisition Services
Procurement Initiation Letter

This form applies to the purchasing types indicated below. The purchasing type chosen will dictate which sections of this form need to be completed. This form must accompany all requisitions for the purchasing types indicated.

PURCHASING TYPES

- A. New commodity contracts valued at \$25,000.00 or more (complete Sections 1, 2 and 3 only)
- B. New commodity contracts valued at \$250,000.00 or more
- C. Commodity contract amendments or extensions valued at \$125,000.00 or more
- D. New service contracts of any value
- E. Service contract amendments or extensions of any value
- F. New contracts or amendments for services referenced in Executive Directive 2003-8 of any value

Section 1. Department Identification. (required for purchasing types A, B, C, D, E, and F)

1. Department:	Statewide	2. Date:	5-20-03		
3. Contact Person:	Laura Gyorkos	4. Phone #:	373-1455	5. E-mail:	gyorkosl@michigan.gov

Section 2. Purchase Request Identification. (required for purchasing types A, B, C, D, E, and F)

6. <input type="checkbox"/> New Request	a. Requisition #:	b. Estimated Value:
7. <input type="checkbox"/> One Time Purchase OR	8. <input type="checkbox"/> Multi-Year Contract:	a. From: b. To:

9. <input type="checkbox"/> Contract Amendment	a. Contract #:	b. Amendment Cost:
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10. <input checked="" type="checkbox"/> Contract Extension	a. Contract #: 071B1001105	b. Length of Extension: 23 months	c. Value of Extension: \$\$2,000,000.00
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11. <input type="checkbox"/> Contract Continuation (Status C – per Executive Directive 2003-8. Use Section 3 to justify continuation.)
--

Section 3. Purchase Justification. (required for purchasing types A, B, C, D, E, and F)

<p>12a. <u>Purpose/Business Case of New Contract, Amendment, or Extension:</u></p> <p>This is a 23-month extension for the Ikon analog copier contract. This extension gives agencies an opportunity to reduce monthly expenditures an additional 17% by entering into a 27 month lease agreement on current analog copier machines.</p> <p>b. <u>Expected Outcomes:</u></p> <p>Agencies will have the opportunity to enter into a 27 month lease agreement for a monthly reduction of 17% in addition to a 13% cost reduction off analog copier machines.</p> <p>c. <u>Funding Source:</u></p> <p>Various</p> <p>d. <u>Risk Assessment:</u></p> <p>Agencies that choose to enter into a lease agreement with Ikon on analog copiers will not be able to transition into the Document Output Management System (DOMS) program with Ikon until the lease agreement has expired.</p>
--

Department of Management and Budget, Acquisition Services
Procurement Initiation Letter

This form applies to the purchasing types indicated below. The purchasing type chosen will dictate which sections of this form need to be completed. This form must accompany all requisitions for the purchasing types indicated.

PURCHASING TYPES

- A. New commodity contracts valued at \$25,000.00 or more (complete Sections 1, 2 and 3 only)
- B. New commodity contracts valued at \$250,000.00 or more
- C. Commodity contract amendments or extensions valued at \$125,000.00 or more
- D. New service contracts of any value
- E. Service contract amendments or extensions of any value
- F. New contracts or amendments for services referenced in Executive Directive 2003-8 of any value

Section 1. Department Identification. (required for purchasing types A, B, C, D, E, and F)

1. Department:	Statewide	2. Date:	5-20-03		
3. Contact Person:	Laura Gyorkos	4. Phone #:	373-1455	5. E-mail:	gyorkosl@michigan.gov

Section 2. Purchase Request Identification. (required for purchasing types A, B, C, D, E, and F)

6. <input type="checkbox"/> New Request	a. Requisition #:	b. Estimated Value:
7. <input type="checkbox"/> One Time Purchase OR	8. <input type="checkbox"/> Multi-Year Contract:	a. From: b. To:

9. <input type="checkbox"/> Contract Amendment	a. Contract #:	b. Amendment Cost:
--	----------------	--------------------

10. <input checked="" type="checkbox"/> Contract Extension	a. Contract #: 071B1001105	b. Length of Extension: 23 months	c. Value of Extension: \$\$2,000,000.00
--	----------------------------	-----------------------------------	--

11. <input type="checkbox"/> Contract Continuation (Status C – per Executive Directive 2003-8. Use Section 3 to justify continuation.)
--

Section 3. Purchase Justification. (required for purchasing types A, B, C, D, E, and F)

<p>12a. <u>Purpose/Business Case of New Contract, Amendment, or Extension:</u></p> <p>This is a 23-month extension for the Ikon analog copier contract. This extension gives agencies an opportunity to reduce monthly expenditures an additional 17% by entering into a 27 month lease agreement on current analog copier machines.</p> <p>b. <u>Expected Outcomes:</u></p> <p>Agencies will have the opportunity to enter into a 27 month lease agreement for a monthly reduction of 17% in addition to a 13% cost reduction off analog copier machines.</p> <p>c. <u>Funding Source:</u></p> <p>Various</p> <p>d. <u>Risk Assessment:</u></p> <p>Agencies that choose to enter into a lease agreement with Ikon on analog copiers will not be able to transition into the Document Output Management System (DOMS) program with Ikon until the lease agreement has expired.</p>
--

e. **Sole Source Justification** *(if applicable)*: N/A

Section 4. For new service contract or extension of existing service contract: Pursuant to Executive Directive 2003-5, check one or more of the following reasons for the contract (use Section 3 to explain). (required for purchasing types D, E, and F)

13a.	<input type="checkbox"/>	Legal mandate, court order, or for law enforcement purposes
b.	<input type="checkbox"/>	To protect health or safety of Michigan citizens or visitors
c.	<input type="checkbox"/>	To provide for the basic living requirements of residents in state institutions
d.	<input checked="" type="checkbox"/>	To produce budgetary savings or increased state revenue, including the prevention of the loss of Federal funds, and to secure additional funds
e.	<input type="checkbox"/>	Exemption by State Budget Director (State Budget Director signature required)

Section 5. Pursuant to Executive Directive 2003-8, if request is for a new contract or extension of existing contract for one of the services indicated, check the applicable item below. (required for purchasing type F)

14a.	<input type="checkbox"/>	Public Relations
b.	<input type="checkbox"/>	Conference Organization
c.	<input type="checkbox"/>	Public Opinion Research, Surveys, or Polling
d.	<input type="checkbox"/>	Lobbying
e.	<input type="checkbox"/>	Promotion or Marketing

Section 6. The Department Director, autonomous agency head, or their designee certifies agreement with this form, and that this procurement initiative is critical to the mission priorities of their department. (required for purchasing types B, C, D, E, and F)

15a. _____
Signature

b. _____
Name and Title (type or print)

c. _____
Date

State Budget Director approval. (required for purchasing type F and may be required for purchasing type D and E as referenced in 12e above)

16a. _____
State Budget Director Signature

b. _____
Date

Submit 2 copies to: DMB – Acquisition Services
Attn: DMB-ACQ-Point
2nd Floor Mason Building
P.O. Box 30026
Lansing, MI 48909
Fax: (517) 335-0046

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 ACQUISITION SERVICES
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

February 10, 2003

CHANGE NOTICE NO. 4
 TO
 CONTRACT NO. 071B1001105
 between
 THE STATE OF MICHIGAN
 and

FAX (248) 474-3031

NAME & ADDRESS OF VENDOR IKON Office Solutions 41180 Bridge Street Novi, MI 48375	TELEPHONE Steve Burch (248) 888-2013
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7374 Joan Bosheff
Contract Administrator: Joan Bosheff Analog Photocopying Equipment – Statewide	
CONTRACT PERIOD: From: November 1, 2000 To: November 1, 2003	
TERMS Net 30 Days	SHIPMENT 5 Business Days ARO
F.O.B. Delivered and Installed	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.

NATURE OF CHANGE (S):

Effective immediately, all remittances should be sent to:

IKON Office Solutions
P.O. Box 5027
Macon, GA 31208-5027
Mail Code 031

All other terms, conditions and prices remain the same.

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 OFFICE OF PURCHASING
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

November 1, 2001

CHANGE NOTICE NO. 3
 TO
 CONTRACT NO. 071B1001105
 between
 THE STATE OF MICHIGAN
 and

FAX (248) 474-3031

NAME & ADDRESS OF VENDOR IKON Office Solutions 41180 Bridge Street Novi, MI 48375	TELEPHONE Steve Burch (248) 888-2013
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7374 Joan Bosheff
Contract Administrator: Joan Bosheff Analog Photocopying Equipment – Statewide	
CONTRACT PERIOD: From: November 1, 2000 To: November 1, 2003	
TERMS Net 30 Days	SHIPMENT 5 Business Days ARO
F.O.B. Delivered and Installed	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.

NATURE OF CHANGE (S):

Effective immediately no new equipment can be acquired from this contract for State of Michigan agencies. Local units of government may continue to acquire both analog and digital equipment.

All other terms, conditions and prices remain the same.

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 OFFICE OF PURCHASING
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

February 22, 2001

CHANGE NOTICE NO. 2
 TO
 CONTRACT NO. 071B1001105
 between
 THE STATE OF MICHIGAN
 and

FAX (248) 474-3031

NAME & ADDRESS OF VENDOR IKON Office Solutions 41180 Bridge Street Novi, MI 48375	TELEPHONE Jim McCarthy (248) 888-2178
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7374 Joan Bosheff
Contract Administrator: Joan Bosheff	
Analog Photocopying Equipment – Statewide	
CONTRACT PERIOD: From: November 1, 2000 To: November 1, 2003	
TERMS Net 30 Days	SHIPMENT 5 Business Days ARO
F.O.B. Delivered and Installed	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.

NATURE OF CHANGE (S): Change in mailing address and vendor contact, per the following:

**IKON Office Solutions
41180 Bridge Street
Novi, MI 48375
Jim McCarthy
(248) 888-2178**

Category 1

Monthly rental prices for the Ricoh FT-3813 copier is \$74/month and the automatic document feeder is \$17/month. Monthly rental prices for the Canon NP-7130 copier is \$70/month and the automatic document feeder is \$15/month.

Categories 2 and 3

The 10-bin sorter MS-A1 has been discontinued and is no longer available. There is no replacement for this item.

Category 4

Stapler/Sorter D2 should read Stapler/Sorter D3. Stapler/Sorter C1 has been discontinued and replaced by a 20 bin Staple/Sorter H2. Purchase price is \$1,799 and the monthly rental is \$59/month.

All other terms, conditions and prices remain the same.

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 OFFICE OF PURCHASING
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

January 19, 2001

CHANGE NOTICE NO. 1
TO
CONTRACT NO. 071B1001105
between
THE STATE OF MICHIGAN
and

FAX (248) 474-3031

NAME & ADDRESS OF VENDOR Ikon Office Solutions 4275 Five Oaks Drive, Suite #1 Lansing, MI 48911	TELEPHONE Stephen Burch (248) 888-2013
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7374 Joan Bosheff
Contract Administrator: Joan Bosheff Analog Photocopying Equipment – Statewide	
CONTRACT PERIOD: From: November 1, 2000 To: November 1, 2003	
TERMS Net 30 Days	SHIPMENT 5 Business Days ARO
F.O.B. Delivered and Installed	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

This contract is extended to local units of government.

NATURE OF CHANGE (S):

Addition of categories 7 and 8 to contract, per the attached.

In addition, Canon Control Cards are added to Contract per the following pricing. These Control Cards can be used for Categories 4, 5, and 6 copiers.

<u>CANON CONTROL CARDS</u>	<u>36-MONTH PRICE</u>	<u>PURCHASE PRICE</u>
Control Card V	\$ 9.00	\$252.00
Basic Card Set	\$ 5.00	\$141.00
Card Set 1 (1-30)	\$ 5.00	\$125.00
Card Set 2 (31-100)	\$10.00	\$282.00
Card Set 3 (101-200)	\$13.00	\$376.00
Printer	\$ 5.00	\$124.00

All other terms, conditions, and prices remain the same.

CANON NP-6085 Analog**Category 7****FEATURES:**

- ✓ 83 Copies Per Minute: 90 CPM in ACS mode
- ✓ User Friendly Touch-Sensitive LCD Control Panel with Contrast Adjustment
- ✓ 100- sheet RDF Feeds Originals at Rated Machine Speed
- ✓ 4-Way, 6,100- Sheet Paper Supply Accepts up to 110lb. Index Stock from Every Paper Source
- ✓ Accepts All Paper Sizes from Statement to 11x17
- ✓ Cover Mode / Sheet Insertion / Transparency Interleaving
- ✓ Limitless Sorting and Duplexing up to 999 Sets
- ✓ 20-Bin Stapler Sorter-E2 offers 40 Set Capacity and 3 Staple Positions
- ✓ Energy Star Compliant

Minimum Monthly Billing 35,000 Copies

	Purchase /	Mthly Rental
NP-6085	\$16,269.00	/ \$805.00
Recirculating Document Feeder		Included
Stapler/Sorter K1 20/40 Bins		Included
Duplexing		Included
Extended Paper Supply (4,000 Sheets)		Included
Maintenance Click Charge	\$.0089	/ Included
Service & Supply Overages	\$.0089	

CANON NP-6085 Analog**Category 8****FEATURES:**

- ✓ 83 Copies Per Minute: 90 CPM in ACS mode
- ✓ User Friendly Touch-Sensitive LCD Control Panel with Contrast Adjustment
- ✓ 100- sheet RDF Feeds Originals at Rated Machine Speed
- ✓ 4-Way, 6,100- Sheet Paper Supply Accepts up to 110lb. Index Stock from Every Paper Source
- ✓ Accepts All Paper Sizes from Statement to 11x17
- ✓ Cover Mode / Sheet Insertion / Transparency Interleaving
- ✓ Limitless Sorting and Duplexing up to 999 Sets
- ✓ 20-Bin Stapler Sorter-E2 offers 40 Set Capacity and 3 Staple Positions
- ✓ Energy Star Compliant

Minimum Monthly Billing 65,000 Copies

	Purchase	/ Mthly Rental
NP-6085	\$16,269.00	/ \$1047.00
Recirculating Document Feeder		Included
Stapler/Sorter K1 20/40 Bins		Included
Duplexing		Included
Extended Paper Supply (4,000 Sheets)		Included
Maintenance Click Charge	\$.0089	/ Included
Service & Supply Overages	\$.0089	

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 OFFICE OF PURCHASING
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

May 31, 2006

NOTICE
 OF
 CONTRACT NO. 071B1001105
 between
 THE STATE OF MICHIGAN
 and

FAX (248) 474-3031

NAME & ADDRESS OF VENDOR Ikon Office Solutions 4275 Five Oaks Drive, Suite #1 Lansing, MI 48911	TELEPHONE Stephen Burch (248) 888-2013
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7374 Joan Bosheff
Contract Administrator: Joan Bosheff Analog Photocopying Equipment – Statewide	
CONTRACT PERIOD: From: November 1, 2000 To: November 1, 2003	
TERMS Net 30 Days	SHIPMENT 5 Business Days ARO
F.O.B. Deliver and Installed	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.

The terms and conditions of this Contract are those of ITB #07110000552, this Contract Agreement and the vendor's quote dated 8/28/2000. In the event of any conflicts between the specifications, terms and conditions indicated by the State and those indicated by the vendor, those of the State take precedence.

Estimated Contract Value: \$ 6,000,000.00

**STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 OFFICE OF PURCHASING
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933**

**CONTRACT NO. 071B1001105
 between
 THE STATE OF MICHIGAN
 and**

FAX (248) 474-3031

NAME & ADDRESS OF VENDOR Ikon Office Solutions 4275 Five Oaks Drive, Suite #1 Lansing, MI 48911	TELEPHONE Stephen Burch (248) 888-2013 VENDOR NUMBER/MAIL CODE BUYER (517) 373-7374 Joan Bosheff
Contract Administrator: Joan Bosheff <p style="text-align: center;">Analog Photocopying Equipment – Statewide</p>	
CONTRACT PERIOD: From: November 1, 2000 To: November 1, 2003	
TERMS <p style="text-align: center;">Net 30 Days</p>	SHIPMENT <p style="text-align: center;">Per Specifications</p>
F.O.B. <p style="text-align: center;">Deliver and Installed</p>	SHIPPED FROM <p style="text-align: center;">N/A</p>
MINIMUM DELIVERY REQUIREMENTS <p style="text-align: center;">N/A</p>	
MISCELLANEOUS INFORMATION: The terms and conditions of this Contract are those of ITB #07110000552, this Contract Agreement and the vendor's quote dated 8/28/2000. In the event of any conflicts between the specifications, terms and conditions indicated by the State and those indicated by the vendor, those of the State take precedence. Estimated Contract Value: \$ 6,000,000.00	

THIS IS NOT AN ORDER: This Contract Agreement is awarded on the basis of our inquiry bearing the ITB No. 07110000552. A Purchase Order Form will be issued only as the requirements of the State Departments are submitted to the Office of Purchasing. Orders for delivery may be issued directly by the State Departments through the issuance of a Purchase Order Form.

All terms and conditions of the invitation to bid are made a part hereof.

FOR THE VENDOR: Ikon Office Solutions _____ Firm Name _____ Authorized Agent Signature _____ Authorized Agent (Print or Type) _____ Date	FOR THE STATE: _____ Signature David F. Ancell _____ Name State Purchasing Director _____ Title _____ Date
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SECTION I STANDARD TERMS AND CONDITIONS

I-A GENERAL

This Contract is for the commodities or services specified to be furnished during the Contract period. Exact quantities to be purchased are unknown; however, the Contractor is required to furnish all such materials as may be ordered during the Contract period. Quantities specified, if any, are estimates based on prior purchases, and the State is not obligated to purchase in these or any other quantities. Orders will be issued directly to the Contractor by various State agencies.

In order of precedence, this Contract consists of the contents of the ITB, all published addenda modifying the ITB, and the Contractor's response to the ITB. The State of Michigan shall not be bound by any part(s) of the Contractor's response to the ITB which contained information, options, conditions, terms, or prices not requested nor required in the ITB.

The failure of a party to insist upon strict adherence to any term of this Contract shall not be considered a waiver or deprive the party of the right thereafter to insist upon strict adherence to that term or any other term of the Contract.

This Contract may not be modified, amended, extended, or augmented except by a writing executed by the parties hereto, and any breach or default by a party shall not be waived or released other than in writing signed by the other party.

Each provision of this Contract shall be deemed to be severable from all other provisions of the contract and, if one or more of the provisions of the contract shall be declared invalid, the remaining provisions of the contract shall remain in full force and effect.

This contract shall in all respects be governed by, and construed in accordance with, the laws of the State of Michigan.

I-B TERM OF CONTRACT

The term of this Contract will be for a three (3) year period and will commence November 1, 2000, through November 1, 2003. At the discretion of the State, two (1) one (1) year extensions of this Contract may apply.

I-C ISSUING OFFICE

This Contract is issued by the Office of Purchasing, State of Michigan, Department of Management and Budget, hereinafter known as the Office of Purchasing, for the various State of Michigan departments, hereinafter known as state agencies. Where actions are a combination of those of the Office of Purchasing and the State agencies, the authority will be known as the State.

The Office of Purchasing is the sole point of contact in the State with regard to all procurement and contractual matters relating to the commodities and/or services described herein. The Office of Purchasing is the only office authorized to change, modify, amend, alter, clarify, etc., the specifications, terms, and conditions of this Contract. The Office of Purchasing will remain the SOLE POINT OF CONTACT throughout the Contract period until such time as the Director of Purchasing shall direct otherwise in writing (see paragraph below). All communications covering this Contract must be addressed to:

Department of Management and Budget
Office of Purchasing
Attn: Joan Bosheff
2nd Floor, Mason Building
P. O. Box 30026
Lansing, Michigan 48909
(517) 373-7374



I-D CONTRACT ADMINISTRATOR

Upon receipt at the Office of Purchasing of the properly executed Contract Agreement, it is anticipated that the Director of Purchasing will direct that all state agencies be authorized to administer the Contract on a day-to-day basis during the term of this Contract. However, administration of this Contract implies no authority to change, modify, clarify, amend, or otherwise alter the terms, conditions, and specifications of such Contract. That authority is retained by the Office of Purchasing.

I-E INCURRING COSTS

The State of Michigan is not liable for any cost incurred by the Contractor prior to the signing of the Contract. The State fiscal year is October 1st through September 30th. The Contractor should realize that payments in any given fiscal year are contingent upon enactment of legislative appropriations. Total liability of the State is limited to the terms and conditions of this Contract.

I-F NEWS RELEASES

News releases pertaining to this Contract or project to which it relates shall not be made without prior written State approval, and then only in accordance with the explicit written instructions from the State. No results of the activities associated with this Contract are to be released without prior written approval of the State and then only to persons designated.

I-G PRIME CONTRACTOR RESPONSIBILITIES

The prime Contractor will be required to assume responsibility for all contractual activities offered in this Contract, whether or not that Contractor performs them. Further, the State will consider the prime Contractor to be the sole point of contact with regard to contractual matters, including payment of any and all charges resulting from this Contract. If any part of the work is to be subcontracted, the Contractor shall provide a list of subcontractors, including firm name and address, contact person and a complete description of work to be subcontracted. The State reserves the right to approve subcontractors and to require the primary Contractor to replace subcontractors found to be unacceptable. The Contractor is totally responsible for adherence by the subcontractor to all provisions of the Contract. Any change in subcontractors must be approved by the State, in writing, prior to such change.

I-H INTERVIEWS

The State reserves the right to interview the key personnel assigned by the Contractor to this project and to recommend reassignment of personnel deemed unsatisfactory by the State. The State reserves the right to approve subcontractors for this project and to require primary Contractors to replace subcontractors who are found to be unacceptable.

I-I ASSIGNMENT

The Contractor shall not have the right to assign this Contract or to assign or delegate any of its duties or obligations under this Contract to any other party (whether by operation of law or otherwise) without the prior written consent of the State. Any purported assignment in violation of this section shall be null and void. Further, the Contractor may not assign the right to receive money due under this Contract without the prior written consent of the State Purchasing Director.

I-J DELEGATION

The Contractor shall not delegate any duties or obligations under this Contract to a subcontractor other than a subcontractor named in the ITB unless the State Purchasing Director has given written consent to the delegation.



I-K DISCLOSURE

All information in the Contractor’s proposal and the Contract is subject to the provisions of the Freedom of Information Act. 1976 Public Act No. 442, as amended, MCL 15.231, *et seq.*

I-L TAXES

The State of Michigan is exempt from Federal Excise Tax, State or Local Sales Tax. Prices shall not include such taxes. Exemption Certificates for Federal Excise Tax will be furnished upon request.

I-M USAGE REPORTING

The Contractor may be required to report the Contract usage by The State of Michigan and/or all local units of government. Such usage shall be reported quarterly and by item to the buyer in the Office of Purchasing, Department of Management and Budget. See “Vendor Reporting Requirements” in Section II of this ITB for further details.

I-N INDEMNIFICATION

1. General Indemnification

The Contractor shall indemnify, defend and hold harmless the State, its departments, divisions, agencies, sections, commissions, officers, employees and agents, from and against all losses, liabilities, penalties, fines, damages and claims (including taxes), and all related costs and expenses (including reasonable attorneys' fees and disbursements and costs of investigation, litigation, settlement, judgments, interest and penalties), arising from or in connection with any of the following:

- (a) any claim, demand, action, citation or legal proceeding against the State, its employees and agents arising out of or resulting from (1) the product provided or (2) performance of the work, duties, responsibilities, actions or omissions of the Contractor or any of its subcontractors under this Contract.
- (b) any claim, demand, action, citation or legal proceeding against the State, its employees and agents arising out of or resulting from a breach by the Contractor of any representation or warranty made by the Contractor in the Contract;
- (c) any claim, demand, action, citation or legal proceeding against the State, its employees and agents arising out of or related to occurrences that the Contractor is required to insure against as provided for in this Contract;
- (d) any claim, demand, action, citation or legal proceeding against the State, its employees and agents arising out of or resulting from the death or bodily injury of any person, or the damage, loss or destruction of any real or tangible personal property, in connection with the performance of services by the Contractor, by any of its subcontractors, by anyone directly or indirectly employed by any of them, or by anyone for whose acts any of them may be liable; provided, however, that this indemnification obligation shall not apply to the extent, if any, that such death, bodily injury or property damage is caused solely by the negligence or reckless or intentional wrongful conduct of the State;
- (e) any claim, demand, action, citation or legal proceeding against the State, its employees and agents which results from an act or omission of the Contractor or any of its subcontractors in its or their capacity as an employer of a person.

2. Patent/Copyright Infringement Indemnification

The Contractor shall indemnify, defend and hold harmless the State, its employees and agents from and against all losses, liabilities, damages (including taxes), and all related costs and expenses (including reasonable attorneys' fees and disbursements and costs of investigation, litigation,



settlement, judgments, interest and penalties) incurred in connection with any action or proceeding threatened or brought against the State to the extent that such action or proceeding is based on a claim that any piece of equipment, software, commodity or service supplied by the Contractor or its subcontractors, or the operation of such equipment, software, commodity or service, or the use or reproduction of any documentation provided with such equipment, software, commodity or service infringes any United States or foreign patent, copyright, trade secret or other proprietary right of any person or entity, which right is enforceable under the laws of the United States. In addition, should the equipment, software, commodity, or service, or the operation thereof, become or in the Contractor's opinion be likely to become the subject of a claim of infringement, the Contractor shall at the Contractor's sole expense (i) procure for the State the right to continue using the equipment, software, commodity or service or, if such option is not reasonably available to the Contractor, (ii) replace or modify the same with equipment, software, commodity or service of equivalent function and performance so that it becomes non-infringing, or, if such option is not reasonably available to Contractor, (iii) accept its return by the State with appropriate credits to the State against the Contractor's charges and reimburse the State for any losses or costs incurred as a consequence of the State ceasing its use and returning it.

3. Indemnification Obligation Not Limited

In any and all claims against the State of Michigan, or any of its agents or employees, by any employee of the Contractor or any of its subcontractors, the indemnification obligation under the Contract shall not be limited in any way by the amount or type of damages, compensation or benefits payable by or for the Contractor or any of its subcontractors under worker's disability compensation acts, disability benefits acts, or other employee benefits acts. This indemnification clause is intended to be comprehensive. Any overlap in subclauses, or the fact that greater specificity is provided as to some categories of risk, is not intended to limit the scope of indemnification under any other subclause.

4. Continuation of Indemnification Obligation

The duty to indemnify will continue in full force and affect not withstanding the expiration or early termination of the Contract with respect to any claims based on facts or conditions which occurred prior to termination.

I-O CONTRACTOR'S LIABILITY INSURANCE

The Contractor shall purchase and maintain such insurance as will protect him/her from claims set forth below which may arise out of or result from the Contractor's operations under the contract (Purchase Order), whether such operations be by himself/herself or by any subcontractor or by anyone directly or indirectly employed by any of them, or by anyone for whose acts any of them may be liable:

- (1) Claims under workers' disability compensation, disability benefit and other similar employee benefit act. A non-resident Contractor shall have insurance for benefits payable under Michigan's Workers' Disability Compensation Law for any employee resident of and hired in Michigan; and as respects any other employee protected by workers' disability compensation laws of any other State the Contractor shall have insurance or participate in a mandatory State fund to cover the benefits payable to any such employee.
- (2) Claims for damages because of bodily injury, occupational sickness or disease, or death of his/her employees.
- (3) Claims for damages because of bodily injury, sickness or disease, or death of any person other than his/her employees, subject to limits of liability of not less than \$300,000 each occurrence and, when applicable \$300,000 annual aggregate, for non-automobile hazards and as required by law for automobile hazards.
- (4) Claims for damages because of injury to or destruction of tangible property, including loss of use resulting therefrom, subject to a limit of liability of not less than \$50,000 each occurrence for non-automobile hazards and as required by law for automobile hazards.



- (5) Insurance for Subparagraphs (3) and (4) non-automobile hazards on a combined single limit of liability basis shall not be less than \$300,000 each occurrence and when applicable, \$300,000 annual aggregate.

The insurance shall be written for not less than any limits of liability herein specified or required by law, whichever is greater, and shall include contractual liability insurance as applicable to the Contractor's obligations under the Indemnification clause of the contract (Purchase Order).

BEFORE STARTING WORK THE CONTRACTOR'S INSURANCE AGENCY MUST FURNISH TO THE DIRECTOR OF THE OFFICE OF PURCHASING, ORIGINAL CERTIFICATE(S) OF INSURANCE VERIFYING LIABILITY COVERAGE. THE CONTRACT OR PURCHASE ORDER NO. MUST BE SHOWN ON THE CERTIFICATE OF INSURANCE TO ASSURE CORRECT FILING. These Certificates shall contain a provision that coverage's afforded under the policies will not be canceled until at least fifteen days prior written notice bearing.

I-P CONTRACT DISTRIBUTION

The Office of Purchasing shall retain the sole right of Contract distribution to all State agencies and local units of government unless other arrangements are authorized by the purchasing office.

I-Q ACCOUNTING RECORDS

The Contractor and all subcontractors shall maintain all pertinent financial and accounting records and evidence pertaining to this Contract in accordance with generally accepted principles of accounting and other procedures specified by the State of Michigan. Financial and accounting records shall be made available, upon request, to the State of Michigan, its designees, or the Michigan Auditor General at any time during the Contract period and any extension thereof, and for three years from expiration date and final payment on the Contract or extension thereof.

Obligation of Funds and Financial Expenditure Summary – All obligations for this Agreement must be made by the Contractor prior to the termination date and liquidated within sixty (60) days from said termination date.

I-R NON-DISCRIMINATION CLAUSE

In the performance of this Contract, the Contractors agrees not to discriminate against any employee or applicant for employment, with respect to their hire, tenure, terms, conditions or privileges of employment, or any matter directly or indirectly related to employment, because of race, color, religion, national origin, ancestry, age, sex, height, weight, marital status, physical or mental handicap or disability. The Contractor further agrees that every subcontract entered into for the performance of this Contract will contain a provision requiring non-discrimination in employment, as herein specified, binding upon each subcontractor. This covenant is required pursuant to the Elliot Larsen Civil Rights Act, 1976 Public Act 453, as amended, MCL 37.2201, *et seq*, and the Michigan Handicapper's Civil Rights Act, 1976 Public Act 220, as amended, MCL 37.1101, *et seq*, and any breach thereof may be regarded as a material breach of the Contract or purchase order.

I-S CANCELLATION

1. The State may cancel the Contract for default of the Contractor. Default is defined as the failure of the Contractor to fulfill the obligations of the quotation or Contract. In case of default by the Contractor, the State may immediately and/or upon 30 days prior written notice to the Contractor cancel the Contract without further liability to the State, its departments, divisions, agencies, sections, commissions, officers, agents and employees, and procure the services from other sources, and hold the Contractor responsible for any excess costs occasioned thereby.



2. The State may cancel the Contract in the event the State no longer needs the services or products specified in the Contract, or in the event program changes, changes in laws, rules or regulations, relocation of offices occur, or the State determines that statewide implementation of the Contract is not feasible, or if prices for additional services requested by the State are not acceptable to the State. The State may cancel the Contract without further liability to the State, its departments, divisions, agencies, sections, commissions, officers, agents and employees by giving the Contractor written notice of such cancellation 30 days prior to the date of cancellation.
3. The State may cancel the Contract for lack of funding. The Contractor acknowledges that, if this Contract extends for several fiscal years, continuation of this Contract is subject to appropriation of funds for this project. If funds to enable the State to effect continued payment under this Contract are not appropriated or otherwise made available, the State shall have the right to terminate this Contract without penalty at the end of the last period for which funds have been appropriated or otherwise made available by giving written notice of termination to the Contractor. The State shall give the Contractor written notice of such non-appropriation within 30 days after it receives notice of such non-appropriation.
4. The State may immediately cancel the Contract without further liability to the State its departments, divisions, agencies, sections, commissions, officers, agents and employees if the Contractor, an officer of the Contractor, or an owner of a 25% or greater share of the Contractor, is convicted of a criminal offense incident to the application for or performance of a State, public or private Contract or subcontract; or convicted of a criminal offense including but not limited to any of the following: embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, attempting to influence a public employee to breach the ethical conduct standards for State of Michigan employees; convicted under State or federal antitrust statutes; or convicted of any other criminal offense which in the sole discretion of the State, reflects on the Contractor's business integrity.
5. The State may immediately cancel the Contract in whole or in part by giving notice of termination to the Contractor if any final administrative or judicial decision or adjudication disapproves a previously approved request for purchase of personal services pursuant to Constitution 1963, Article 11, Section 5, and Civil Service Rule 4-6.
6. A contractor's intentional or willful submission of misleading or false information in the application for or performance of a State contract is grounds for canceling the contract without penalty to the State.
7. The State may, with 30 days written notice to the Contractor, cancel the Contract in the event prices proposed for Contract modification/extension are unacceptable to the State.
8. Termination by the Contractor may be effected by delivery to the Contract Manager of a notice not less than 30 days prior to the date of termination, specifying the reason(s) for termination and the date on which termination becomes effective. The State shall reimburse the Contractor as appropriate for all authorized expenditures made up to the effective date of termination. Upon termination, any funds not authorized for use shall be immediately returned.

I-T NOTICE OF BREACH AND RIGHT TO CURE

In the event of breach by the Contractor and before other remedies are invoked, the State shall provide the Contractor written notice of the breach and a time period to cure said breach described in the notice. In the event the Contractor fails to cure the breach within the time period provided, the State shall have available any and all remedies described herein. In the event the breach is not cured within the time frame provided and the State elects to invoke liquidated damages, if permitted under this Contract, said liquidated damages shall commence on the date the cure period expires. This subsection regarding notice and opportunity to cure shall not be applicable in the event of successive or repeated breaches of the same nature.

**I-U RELATIONSHIP OF THE PARTIES (INDEPENDENT CONTRACTOR)**

The relationship between the State and the Contractor is that of client and independent Contractor. No agent, employee, or servant of the Contractor or any of its subcontractors shall be or shall be deemed to be an employee, agent, or servant of the State for any reason. The Contractor will be solely and entirely responsible for its acts and the acts of its agents, employees, servants and subcontractors during the performance of this Contract.

I-V SURVIVOR

Any provisions of this Contract that impose continuing obligations on the parties including, but not limited to, the Contractor's indemnity and other obligations shall survive the expiration or cancellation of this Contract for any reason.

I-W MODIFICATION OF CONTRACT

The Office of Purchasing reserves the right to modify this Contract at any time during the contract term. Modifications may include changing the locations to be serviced, additional locations to be serviced, method or manner of performance of the work, number of days service is to be performed, addition or deletion of tasks to be performed, addition or deletion of items, and/or any other modifications deemed necessary. Any changes in pricing proposed by the Contractor resulting from the proposed changes are subject to acceptance by the State. Changes may be increases or decreases. **IN THE EVENT PRICES ARE NOT ACCEPTABLE TO THE STATE, THE CONTRACT SHALL BE SUBJECT TO COMPETITIVE BIDDING BASED UPON THE NEW SPECIFICATION.**

I-X UNFAIR LABOR PRACTICES

Pursuant to 1980 Public Act 278, as amended, MCL 423.231, *et seq*, the State shall not award a Contract or subcontract to an employer whose name appears in the current register of employers failing to correct an unfair labor practice compiled pursuant to Section 2 of the Act. A Contractor of the State, in relation to the Contract, shall not enter into a Contract with a subcontractor, manufacturer, or supplier whose name appears in this register. Pursuant to Section 4 of 1980 Public Act 278, MCL 423.324, the State may void any Contract if, subsequent to award of this Contract, the name of the Contractor as an employer, or the name of the subcontractor, manufacturer or supplier of the Contractor appears in the register.

I-Y DISPUTES

Except as otherwise provided in this Contract, any dispute concerning a question of fact arising under this Contract which is not disposed of by an understanding shall be decided by the Contract Manager, who shall reduce his/her decision to writing and mail or otherwise furnish a copy thereof to the Contractor. The decision of the Contract Manager shall be final and conclusive unless, within 30 days from the date of receipt of such copy, the Contractor may mail or otherwise furnish to the Contract Manager a written appeal. Pending final decision of disputes, the Contractor shall proceed diligently with the performance of this Contract and in accordance with the Contract Manager's decision.



SECTION II WORK STATEMENT

II-A SPECIFIC REQUIREMENTS/SPECIFICATIONS

Terminology

The following definitions apply:

"Agency" may refer to any State agency; to any State institution of higher education; to any political subdivision that is authorized to utilize the price agreement or to any department within any of the previously-named entities.

"Contractor" refers to successful bidder who has been awarded this price agreement.

"Contract" refers to the agreement between the awarded Contractor and the State of Michigan Department of Management and Budget, Office of Purchasing, covering the Statewide program.

"Placement" refers to the rental agreement between the Contractor and an individual agency covering a single copier. The period of the placement would have a starting date dependent upon the date of installation and a length that could vary from 12 months to several years. (Copiers placed in the last year of the price agreement could have a rental period that extends beyond the expiration date of the State wide price agreement.)

"Equipment Placement Assessment" is a phrase used to describe the process of assessing volumes, documents, networking, and workflow issues, then matching a box to those specifications.

Rental Period for Copier Placements

It is the intention of the State that the majority of copier placements will be maintained throughout the duration of this Contract (that is, for the first year as well as through the possible consecutive renewal periods). The rental period for each analog copier placement will be 36 months.

Occasionally short-term (less than 12-month rental period) placements may be requested during the term of the price agreement with the agency advising the Contractor of the possible short-term nature that the anticipated length of lease prior to placing an order. In this case, the Contractor will charge the same monthly rate as it charges for full-term 12-month placements plus 2%. Such short-term rentals are not expected to exceed 5% of the total number of copiers placed in conjunction with this Contract.

Pricing

The pricing submitted by the Contractor includes all costs for rental of the copier including service plus any and all supply costs (such as toner, developer, drums and oil) required for operation. Copier paper is not considered in the cost of supplies. Pricing shall apply to any and all machines that may be placed in any county in Michigan that is covered by this Contract. Pricing, as well as all other costs, shall remain firm throughout the entire duration of this Contract. Pricing will be reviewed before any renewal period and will remain fixed until such review.

**Equipment Placement Assessment**

Realizing the complex nature for specific data on all copier placements, the State of Michigan requires that an assessment be completed for every new copier placed against this Contract. The assessment shall consist of the completion of the "Copier Assessment Form" as well as a site analysis where the unit will be installed. Other Contractor assessment documentation may be used in addition to the Copier Assessment Form. Contractor assessment documentation may not substitute the Copier Assessment Form. Any placement identified to have not completed this process may be subject to cancellation. Should the Contractor repeatedly place equipment without completion of the assessment, the Contractor will be in breach of Contract.

Due to the nature of this Contract, any and all stated guarantees on equipment, material and/or workmanship shall not commence until final acceptance by the State. This will be determined by a successful demonstration of the system as proposed.

ACCEPTANCE TEST: A test shall demonstrate the ability of the system to perform as detailed in the manufacturer's system specifications. The test shall be conducted in the presence of the authorized representatives of the State of Michigan and the Contractor to be accepted. The system shall run to State's satisfaction following the complete installation, in a full production mode, for a thirty (30) day period. It is understood that the testing will be conducted in the final placement environment.

Upon notification by the State that the system is not meeting the specification requirements, the Contractor shall immediately replace, repair or otherwise correct the defect or deficiency without cost to the State. This shall include any expense involved in replacing any information lost through such failure. In the event the Contractor fails to make such corrections, the corrections may be made by the State and the cost, thereof, charged to the Contractor.

Installation and Removal Charges

All machines placed in conjunction with this Contract will be installed and removed free of charge. This applies to all situations including the following:

1. Contractor will not charge for removal of any defective machine.
2. If any agency requests an equipment upgrade from the same Contractor, no fee will be charged either for the removal of the previous machine or for installation of the new, more expensive machine. The Contractor may not charge for installation of additional accessories that are requested during the duration of the price agreement or the term of placement.
3. If an agency requests an equipment downgrade from the same Contractor, based on criteria outlined under the section heading "Volume Shifting" in this document, the Contractor will not charge any removal of installation fees.
4. If the entire price agreement is cancelled by the State due to Contractor's non-compliance or equipment non-performance, the cost of removing any and all copy machines will be at the Contractor's expense.
5. Contractor will charge no fees for removal of copiers when the price agreement reaches expiration.
6. No removal fees may be charged at the end of the rental period for any copiers placed within the last year of the price agreement, although these would remain in place for a full 12 months and possibly extend beyond the expiration date of the main Contract.
7. The Contractor will be responsible for moving of equipment when necessary (a standard flat rate charge will be negotiated).

Relocation Charges

A relocation fee of \$75.00 will be charged to relocate a copier within the same building. A \$150.00 relocation fee will be charged to relocate a copier to any other locations.



Delivery of Supplies

The Contractor shall deliver, with each and every copier that is installed, a start-up kit containing 90 days worth of supplies at no charge. The required amount of supplies will be based upon the stated Monthly Copy Volume of the appropriate copier category.

Each individual location will place reorders for copier supplies directly, via phone call or fax, with the Contractor. Agencies will order at least a 90-day supply (based again on the Monthly Copy Volume of the appropriate Copier Category). The Contractor shall deliver or ship the supplies at no charge and with freight prepaid within five (5) working days after receipt of order.

The Contractor will be expected to monitor supply usage in relation to actual copy volume and to report any discrepancies to the local administrator. Should the Contractor be able to fully document and prove that supplies intended for use in particular copier have been lost, misused or otherwise diverted, it may invoice the agency for those supplies at the current list price offered to the Federal Government.

Meter Readings

Meter readings shall be conducted on a monthly basis. The Contractor may obtain readings through an on-site visit by its authorized representative, through a phone call to each copier location or through a return meter card. Each individual agency, department or political subdivision will be expected to assign a contact person for the purpose of furnishing meter readings to the Contractor. Invoices shall be based on actual meter readings, not estimated volumes.

Invoicing

No advance payment or down payment may be charged on any rental.

The Contractor will issue invoices monthly and submit them no later than the 15th calendar day after receipt of meter reading. In all instances, invoices are to be issued to the "Bill To" address listed on the initial order or to the billing address requested by an individual agency. Invoices shall contain the following information:

1. Copier serial number
2. State Contract number
3. Installation address
4. Bill-to address
5. Meter readings - both previous month and current month.
6. Any and all copy credits
7. Total number of copies produced
8. Model description and copier category
9. Cost breakdown
10. Monthly base price and meter readings for the stated time period
11. Total cost
12. Current purchase order number

In order for payment to be processed, all invoices shall be billed in the current State fiscal year, with the exception of September.

Volume Shifting

If a particular copier has been in place for a minimum of 12 consecutive months and there is verifiable and documented (through either invoices or the monthly service report) evidence of an increase or decrease in its average monthly copy volume (or evidence of a monthly copy volume that consistently falls outside the category's volume range) for a minimum period of at least 3 consecutive months, an agency may elect to do either of the following:



1. If applicable, the agency may request a shift in the volume band from the Contractor, resulting in a change of cost.
2. The agency may request a shift in volume band from the Contractor, resulting in an upgrade or downgrade of the existing unit and a change in the cost based on the appropriate volume category.

Training

The Contractor shall provide key-operator training at the time a copier is installed and shall be willing to provide free training at any time it may be requested.

Customer Service

The Contractor will be expected to have representatives available who can respond within eight (8) business hours to telephone calls concerning copier operation, invoicing or the copier program in general. The Contractor shall provide a full-time, ongoing telephone support (800 number) for those questions that require immediate response, at no additional charge, for as long as the equipment is being maintained by the Contractor.

On-Demand Repair Calls

For the purpose of this Contract, "on-demand repair calls" are defined as emergency service calls which are placed to the Contractor by an agency, department or authorized end-user when a copier is inoperable. A technician shall arrive on the scene in response to a call for on demand repairs within four (4) business hours from the time of call. The Contractor will be responsible for any and all costs involved in returning the copier to operation, including travel, parking, labor, and parts replacement.

The Contractor shall normally respond to "Standard Maintenance Calls" within eight (8) hours after notification by the State that the equipment is inoperative. The equipment shall be repaired within four (4) hours of arrival at the site. If the Contractor fails to repair the equipment within the above period, the Contractor shall allow credit for each workday the equipment is inoperative, in an amount of 1/30 of the average monthly charge for the equipment (not to exceed one month charge in any calendar month).

Courtesy Calls

For the purpose of this Contract, "courtesy calls" are defined as service calls which are placed to the Contractor by an agency, department or authorized end-user when a copier is operable, but functioning at an unacceptable level of performance. Examples of courtesy calls include, but are not limited to, instances where copied sheets are too light, are too dark, contain lines, reproduce images unevenly or are chronically misfeeding. A technician shall arrive on the scene in response to a courtesy call within eight (8) business hours from the time of call. The Contractor will be responsible for any and all costs involved in returning the copier to operation, including travel, parking, labor, and parts replacement.

Preventive Maintenance

Preventive maintenance will be based upon the specific needs of an individual copier model as determined by the manufacturer. Preventive maintenance services may include, but are not limited to, necessary cleaning, periodic adjustments, replacement of chemicals and replacement of worn components at scheduled intervals based on the copy volume. Because such services may take up to several hours to perform and may cause inconvenience to an agency or department, the Contractor should make every effort to contact the key-operator at least eight (8) business hours before scheduling any preventive maintenance repairs. Because these services are already included in the cost per copy charge, the Contractor will be responsible for any and all costs involved in the maintenance operation, including travel, parking, labor, and parts replacement.



Copier Performance Standards

Should Contractor's individual machine fail to meet the performance standards, the agency may first request a meeting with the Contractor to discuss the situation and request further repairs. If after one (1) month the unit is not operating at an acceptable performance level, the agency reserves the right to either negotiate with the Contractor on replacing or rebuilding the defective unit (with a loaner provided by the Contractor during the rebuilding process) or to cancel the placement.

All copiers rented in conjunction with the Contract shall maintain an overall average of at least 90% Operational Uptime (computed on a monthly basis as shown below) and an average of no more than seven (7)

service calls per month per unit. This does not include regular scheduled routine maintenance; operator training; or toner, fuser agents, and supply replacement. Operational Uptime is computed as follows:

Copier Downtime begins at the time an on-demand repair call for emergency service is placed to the Contractor and ends once the key-operator is satisfied that the unit has been restored to full working order.

Actual # State work days in a given month multiplied by 9 hours per day = **Total # of Work Hours**

Total # of Work Hours minus Copier Downtime = **Copy Use Hours**

Number of Copy Use Hours divided by the Total Number of Work Hours x 100 = **% Operational Uptime.**

Example:

22 Days x 9 Hours/day = 198 (Total # of Work Hours)

198 (Total # of Work Hours) - 19.8 (Copier Downtime) = 178.2 (# of Copy Use Hours)

178.2 (Number of Copy Use Hours)
 _____ X 100 = 90 (% Operational Uptime)
 198 (Number of Work Hours)

Contractor Reporting Requirements

The Contractor shall submit to the Contract Administrator a complete service report summary for all units currently in place. This report shall be submitted monthly and shall contain the following minimum amount of information:

1. Location address
2. Installation date
3. Copier model, serial number and category (example: C-1, C-2, C-3...)
4. Copy volumes - for current month, average of previous 3 months, average of previous 6 months
5. Total downtime and response time for each month and, a complete service call summary for each month.
6. Reports shall be delivered to the Office of Purchasing no later than the 25th calendar day after receipt of the previous month's meter readings.

The State will utilize these monthly service report summaries submitted by the Contractor to ensure that performance standards are being met. However, all key-operators will also be encouraged to keep a log of service calls, response times and any chronic problems. The State reserves the right to refer to Contractor reports as well as key-operator logs in reviewing any complaints of Contractor non-compliance or equipment non-performance.



Cancellation of Individual Placement

The Contractor is advised that a single copier placement may be cancelled by an agency by giving five (5) days written notice (via mail or fax) to the Contractor. Issuance of cancellation may occur under the following circumstances:

1. The State agency or other authorized entity may cancel individual copier placement(s) upon documentation and verification of an individual copier's unacceptable degree of operational up-time, failure of the piece of equipment to otherwise meet performance specifications or Contractor's consistent pattern of non-compliance to service requirements and response times in regard to that machine. In the event the placement is cancelled for any of the above reasons involving Contractor non-compliance or equipment non-performance, neither the State nor the requesting entity will not be held responsible for any costs of removing equipment and will not be subject to any penalties.
2. The placement of copier(s) may be cancelled at no penalty due to absence of funding to an agency.

Product Obsolescence

All new products are models in currently in production. All models in the Contract shall have an available supply of replacement parts guaranteed throughout the duration of the Contract. If, however, an awarded copier model becomes unavailable during the term of the Contract, the Contractor shall provide the State with a substitute model at the original bid pricing for both machine and accessories. The Contractor shall notify the State in writing (via fax or mail) as soon as it is notified of the discontinuation. The substituted unit shall be new (meaning never previously used in any degree and containing only new parts and components as further defined in the equipment specification section of this Contract) and shall meet or exceed the performance and technical specifications of the copier model previously awarded. The State reserves the right to be the sole judge of whether a substituted model meets the specifications of the original model.

No additional copiers will be placed in the particular category in question until an adequate substitution model is offered by the vendor and accepted by the State. If the Contractor is still unable to provide the State with an acceptable substitution within 60 days from the date the model becomes unavailable for placement, the State reserves the right to drop the Contractor from that category and to obtain all future placements in that category from the other awarded Contractor.

Responsibility for Damage to Equipment

The risk of loss and/or damage to copiers and accessories will be the responsibility of the Contractor. Exceptions would occur only in instances where loss or damage can be attributed to negligence on the part of agency personnel. The Contractor shall document such incidents in writing and formally submit proof to the agency for review. If agency and Contractor agree that negligence on the part of the user is to blame, the Contractor may invoice the agency at its current published hourly rates and parts pricing for required repairs.

Equipment Specifications

1. The Contract specifies a value called Maximum Monthly Volume (MMV) for each model bid, where MMV is the max number of copies per month the machine is capable of producing and still stay within the acceptable performance range with acceptable volume between calls.
2. MMV may be the number used to determine the appropriateness of a particular machine to the expected usage.



3. COPIER'S MINIMUM REQUIREMENTS:
 - 16 – 32 lb. Paper
 - Transparencies (Flat Glass Surface)
 - Automatic dial to 99
 - 400 or 600 DPI
 - Speed must not reduce more than 10% of MRS when using Auto-Doc Feeder
 - Speed must not reduce more than 30% of MRS when duplexing in any mode.
 - ISO 9000 Preferred
4. If special wiring or electrical receptacle is required, the Contractor will provide specifications, and the State will be responsible for providing electrical service.
5. All service technicians shall be factory trained by the manufacturer and be permanently on staff with the Contractor (no brokers).

II-B CONTRACT PAYMENT SCHEDULE

The specific payment schedule for this Contract will be mutually agreed upon by the State and the Contractor. The schedule should show payment amount and should reflect actual work done by the payment dates, less any penalty cost charges accrued by those dates. As a general policy, statements shall be forwarded to the designated representative by the 15th day of the following month.

The Contractor shall maintain accounting records in accordance with generally accepted accounting procedures. The Contractor shall also maintain adequate expenditure documentation. Furthermore, the Contractor acknowledges that the State, based on audit findings, may disallow any expenditures which are not adequately documented or are not in accordance with the terms of this Contract and/or federal guidelines pertaining to the use of these funds. Financial records and supporting documentation shall be retained by the Contractor and available for audit purposes for three years or until a federal or state approved audit is completed, whichever occurs first. The Contractor will include, or incorporate by reference, the above provisions in every sub-agreement and will provide that said provisions will be binding upon each subcontractor.

II-C PROGRAM CONTROL AND REPORTS

1. Program Control
 - (a) The Contractor will carry out this contract under the direction and control of the Office of Purchasing.
 - (b) Although there will be continuous liaison with the Contractor team, the client agency's authorized representative may meet **monthly**, as a minimum, with the Contractor's project manager for the purpose of reviewing placements and providing necessary guidance to the Contractor in solving problems which arise.
 - (c) The Contractor will submit brief written **quarterly** summaries of Contract status which outline the work accomplished during the reporting period; work to be accomplished during the subsequent reporting period; problems, real or anticipated, which should be brought to the attention of the client agency's project director; and notification of any significant deviation from previously agreed-upon work plans. **These reports should be sent to the Contract Administrator and the appropriate buyer in the Department of Management and, Budget Office of Purchasing (see Section II-A – “Contractor Reporting Requirements” for details).**



**ITEM LISTING
CONTRACT #071B1001105
IKON OFFICE SOLUTIONS**

**CATEGORY 1
RICOH FT-3813 Analog**

FEATURES:

- ✓ 13 Copies per Minute
- ✓ 250 Sheet Paper Tray
- ✓ 61% to 141% Zoom in 1% Increments
- ✓ Automatic Image Density
- ✓ Auto Start
- ✓ Energy Star Compliant

Minimum Monthly Billing 2,500 Copies

	Purchase	/	Monthly Rental
<u>FT-3813</u>	<u>\$ 995.00</u>	<u>/</u>	<u>\$70.00</u>
<u>Automatic Document Feeder</u>	<u>\$ 450.00</u>	<u>/</u>	<u>\$15.00</u>
<u>Cabinet</u>	<u>\$ 100.00</u>	<u>/</u>	<u>\$ 5.00</u>
<u>Maintenance Click Charge</u>	<u>\$.015</u>	<u>/</u>	<u>Included</u>
<u>Service and Supply Overages</u>	<u>\$.015</u>		





**CATEGORY 1
CANON NP-7130 Analog**

FEATURES:

- ✓ 13 Copies Per Minute
- ✓ Zero Second Warm-up Time
- ✓ 70% - 141% Variance Zoom
- ✓ Easy to Use Control Panel
- ✓ Auto Power-off/Auto Exposure
- ✓ Up to 100 Multiple Copies
- ✓ 500 Sheet Front Loading Drawer & 50 Sheet Stack Bypass
- ✓ Energy Star Compliant

Minimum Monthly Billing 2,500 Copies

	Purchase	/	Monthly Rental
<u>NP-7130</u>	<u>\$ 895.00</u>	<u>/</u>	<u>\$74.00</u>
<u>Automatic Document Feeder</u>	<u>\$ 400.00</u>	<u>/</u>	<u>\$17.00</u>
<u>Cabinet</u>	<u>\$ 100.00</u>	<u>/</u>	<u>\$ 5.00</u>
<u>Maintenance Click Charge</u>	<u>\$.015</u>	<u>/</u>	<u>Included</u>

Service and Supply Overages .015





CATEGORY 2
CANON NP-6221 Analog

FEATURES:

- ✓ 21 Copies Per Minute
- ✓ 90 Second Warm-up Time
- ✓ Automatic Paper Selection
- ✓ Dual Front Loading 250 Sheet Cassettes
- ✓ 50 Sheet Stack Bypass
- ✓ 50% to 200% Zoom in 1% Increments and 7 Preset Ratios
- ✓ Energy Star Compliant

Minimum Monthly Billing 3,500 Copies

	Purchase		/ Monthly Rental
<u>NP-6221</u>	<u>\$ 1,765.00</u>	<u>/</u>	<u>\$110.00</u>
<u>Automatic Document Feeder</u>	<u>\$ 740.00</u>	<u>/</u>	<u>\$ 25.00</u>
<u>10 Bin Sorter MS-A1</u>	<u>\$ 500.00</u>	<u>/</u>	<u>\$ 17.00</u>
<u>10 Bin Staple/Sorter D3</u>	<u>\$ 650.00</u>	<u>/</u>	<u>\$ 22.00</u>
<u>Extended Paper Supply (1,000 Sheets) C1</u>	<u>\$ 650.00</u>	<u>/</u>	<u>\$ 22.00</u>
<u>Maintenance Click Charge</u>	<u>\$.015</u>	<u>/</u>	<u>Included</u>
<u>Service and Supply Overages</u>	<u>\$.015</u>		



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**CATEGORY 3
CANON NP-6221 Analog**

FEATURES:

- ✓ 21 Copies Per Minute
- ✓ 90 Second Warm-up Time
- ✓ Automatic Paper Selection
- ✓ Dual Front Loading 250 Sheet Cassettes
- ✓ 50 Sheet Stack Bypass
- ✓ 50% to 200% Zoom in 1% Increments and 7 Preset Ratios
- ✓ Energy Star Compliant

Minimum Monthly Billing 5,000 Copies

	Purchase		/ Monthly Rental
<u>NP-6221</u>	<u>\$ 1,765.00</u>	<u>/</u>	<u>\$97.00</u>
<u>Automatic Document Feeder</u>	<u>\$ 740.00</u>	<u>/</u>	<u>\$24.00</u>
<u>10 Bin Sorter MS-A1</u>	<u>\$ 500.00</u>	<u>/</u>	<u>\$16.00</u>
<u>10 Bin Staple/Sorter D3</u>	<u>\$ 650.00</u>	<u>/</u>	<u>\$21.00</u>
<u>Extended Paper Supply (1,000 Sheets) C1</u>	<u>\$ 650.00</u>	<u>/</u>	<u>\$21.00</u>
<u>Maintenance Click Charge</u>	<u>\$.0079</u>	<u>/</u>	<u>Included</u>
<u>Service and Supply Overages</u>	<u>\$.0079</u>		





CATEGORY 4
CANON NP-6230 Analog

FEATURES:

- ✓ 30 Copies Per Minute
- ✓ User Friendly Touch-Sensitive LCD Control Panel with Contrast Adjustment
- ✓ 50 Sheet Full Size Duplexing (Optional)
- ✓ (2) Front Loading 500 Sheet Drawers
- ✓ 2,550 Sheet Maximum Paper Capacity (Optional)
- ✓ Choose from Automatic Document Feeder or Recirculating Document Feeder Technology
- ✓ 10 & 20 Bin Sorting & Stapling Options
- ✓ Auto Start/Job Interrupt/Cover Mode/Transparency Interleaving/Image Combination
- ✓ Energy Star Compliant

Minimum Monthly Billing 10,000 Copies

	Purchase		/ Monthly Rental
<u>NP-6230</u>	<u>\$ 2,614.00</u>	<u>/</u>	<u>\$160.00</u>
<u>Automatic Document Feeder</u>	<u>\$ 824.00</u>	<u>/</u>	<u>\$ 27.00</u>
<u>Recirculating Document Feeder</u>	<u>\$ 905.00</u>	<u>/</u>	<u>\$ 29.00</u>
<u>Staple/Sorter D2 10 Bins</u>	<u>\$ 765.00</u>	<u>/</u>	<u>\$ 25.00</u>
<u>Sorter E1 20 Bins</u>	<u>\$ 990.00</u>	<u>/</u>	<u>\$ 32.00</u>
<u>Stapler/Sorter C1 20 Bins</u>	<u>\$ 2,063.00</u>	<u>/</u>	<u>\$ 67.00</u>
<u>Duplexing</u>	<u>\$ 1,150.00</u>	<u>/</u>	<u>\$ 37.00</u>
<u>Extended Paper Supply (1,500 Sheets) L1</u>	<u>\$ 764.00</u>	<u>/</u>	<u>\$ 25.00</u>
<u>Maintenance Click Charge</u>	<u>\$.0075</u>	<u>/</u>	<u>Included</u>
<u>Service and Supply Overages</u>	<u>\$.0075</u>		





**CATEGORY 5
CANON NP-6545 Analog**

FEATURES:

- ✓ 45 Copies Per Minute
- ✓ 50 Sheet Recirculating Document Feeder
- ✓ 2,650 Sheet Paper Capacity
- ✓ Programmable up to 999 Sets
- ✓ 50 Sheet Stack Bypass
- ✓ 49% to 204% Zoom with Seven Preset Reduction/Enlargement Ratios
- ✓ Auto Paper Selection/Auto Zoom/Auto Exposure/Auto Drawer Switching/Auto Start/Auto Power Off
- ✓ Optional 20 Bin Sorter or 20 Bin Stapler/Sorter with 3-Hole Punch
- ✓ Energy Star Compliant

Minimum Monthly Billing 15,000 Copies

	Purchase	/	Monthly Rental
<u>NP-6545</u>	<u>\$ 5,312.00</u>	<u>/</u>	<u>\$285.00</u>
<u>Recirculating Document Feeder</u>	<u>Included</u>	<u>/</u>	<u>Included</u>
<u>Sorter 20 Bin E2</u>	<u>\$ 1,033.00</u>	<u>/</u>	<u>\$ 33.00</u>
<u>Stapler/Sorter 20 Bin K-1</u>	<u>\$ 2,046.00</u>	<u>/</u>	<u>\$ 66.00</u>
<u>Duplexing</u>	<u>Included</u>	<u>/</u>	<u>Included</u>

H2 Sorter No Longer Available

<u>Maintenance Click Charge</u>	<u>\$.0075</u>	<u>/</u>	<u>Included</u>
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Service and Supply Overages .0075



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**CATEGORY 6
CANON NP-6551 Analog**

FEATURES:

- ✓ 50 Copies Per Minute Speed/ 60 CPM in Accelerated Copy Speed
- ✓ 100 Sheet Recirculating Document Feeder
- ✓ 4,150 Sheet Paper Capacity (Standard)
- ✓ 3,500 Sheet Paper Deck (Optional)
- ✓ 50 Sheet Stack Bypass
- ✓ 49% to 204% Zoom with Seven Preset Reduction/Enlargement Ratios
- ✓ Two-page Separation/Image Combination/Automatic Exposure/Energy Saver Mode/Job Interrupt/Job Programming/Erase Mode/Photo Mode
- ✓ Auto Paper Selection/Auto Zoom/Auto Exposure/Auto Drawer Switching/Auto Start/Auto Power Off
- ✓ 20 Bin Stapler/Sorter with 3-Hole Punch
- ✓ Energy Star Compliant

Minimum Monthly Billing 25,000 Copies

	Purchase	/	Monthly Rental
<u>NP-6551</u>	<u>\$ 6,599.00</u>	<u>/</u>	<u>\$388.00</u>
<u>Recirculating Document Feeder</u>	<u>Included</u>	<u>/</u>	<u>Included</u>
<u>Stapler/Sorter K-1 20 Bins</u>	<u>\$ 2,046.00</u>	<u>/</u>	<u>\$ 68.00</u>
<u>Extended Paper Supply A-1</u>	<u>\$ 1,349.00</u>	<u>/</u>	<u>\$ 43.00</u>
<u>Duplexing</u>	<u>Included</u>	<u>/</u>	<u>Included</u>
<u>Maintenance Click Charge</u>	<u>\$.0069</u>	<u>/</u>	<u>Included</u>
<u>Service and Supply Overages</u>	<u>\$.0069</u>		





STATE OF MICHIGAN
ANALOG PHOTOCOPYING EQUIPMENT
CONTRACT #071B1001105
IKON OFFICE SOLUTIONS, INC.

NOVEMBER, 2000



CONTRACT #071B1001105

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