



PINAL COUNTY  
wide open opportunity

**OFFER AND ACCEPTANCE FORM**

**TO PINAL COUNTY:**

The undersigned hereby offers and agrees to furnish the material, service, or construction in compliance with all terms, conditions, specifications, and amendments in the Solicitation.

	Sales Manager
Authorized Signature	Title
Stephen Miller	11/23/15
Printed Name	Date
Fruth Group	602-414-9600
Company Name	Telephone
Address	
City, State, Zip	

For clarification of this offer, contact:

Name: Stephen Miller Phone: 480-703-1966 (Mobile) Fax: 602-414-9910

Email: smiller@fruthgroup.com

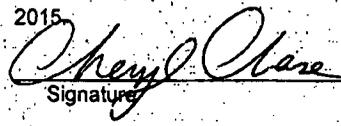
**ACCEPTANCE OF OFFER**  
*(For Pinal County Use Only)*

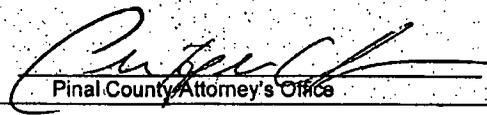
The offer is hereby accepted and the Responder is now bound to sell or provide the materials, services, or construction as indicated by the Purchase Order or Notice of Award and based upon the solicitation, including all terms, conditions, specifications, amendments, etc. and the Offer as accepted by Pinal County.

The contract is for: Managed Print Services

This contract shall henceforth be referenced to as Contract No. RFP-150922. The Offeror is cautioned not to commence any billable work or to provide any material or service under this contract until Offeror receives an executed purchase order or notice to proceed.

Awarded this 16<sup>th</sup> day of December 2015

<u>Cheryl Chase</u>	<u>Chairwoman</u>	
Name (Print)	Title	Signature

Approved as to form:   
Pinal County Attorney's Office



**P I N A L • C O U N T Y**  
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**OFFER AND ACCEPTANCE FORM – Page 2**

By signing the previous page of the Offer and Acceptance Form, Responder certifies:

- A. The submission of the bid did not involve collusion or other anti-competitive practices.
- B. The Responder shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246.
- C. The Responder has not given, offered to give, nor intends to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the Submittal.
- D. The Responder certifies that it complies with Executive Order 12549 related to Federal Government Debarment and Suspension (see 4-7)
- E. The Responder certifies that the individual signing the bid is an authorized agent for the Responder and has the authority to bind them to the contract.

Fruth Group

\_\_\_\_\_  
Firm

  
\_\_\_\_\_  
Authorized Signature

Original

**Pinal County Solicitation No: 150922  
RFP-150922  
Managed Print Services**

**Proposed By:**



**4960 E. Beverly Rd  
Phoenix, AZ 85044  
602-414-9600**

**Contact:**

**Steve Miller  
Sales Manager  
602-414-9600 ext. 110  
[smiller@fruthgroup.com](mailto:smiller@fruthgroup.com)**

Original

**Pinal County Solicitation No: 150922  
RFP-150922  
Managed Print Services**



**Section One**



**PINAL COUNTY**  
wide open opportunity

Original  
**Offer and Acceptance**

Pinal County  
Finance Department  
31 N. Pinal St.  
Bldg. A  
P.O. Box 1348  
Florence, AZ 85132

**OFFER AND ACCEPTANCE FORM**

**TO PINAL COUNTY:**

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Sales Manager

**Authorized Signature**

**Title**

Steve Miller

11/3/15

**Printed Name**

**Date**

Fruth Group

602-414-9600

**Company Name**

**Telephone**

4960 E. Beverly Rd.

Phoenix, AZ 85044

**Address**

**City, State, Zip**

**For clarification of this offer, contact:**

**Name:** Steve Miller **Phone:** 602-414-9600 ext. 110 **Fax:** 602-414-9910

**Email:** smiller@fruthgroup.com

**ACCEPTANCE OF OFFER**  
*(For Pinal County Use Only)*

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The contract is for:

This contract shall henceforth be referenced to as Contract No. 150922. The Offeror is cautioned not to commence any billable work or to provide any material or service under this contract until Offeror receives an executed purchase order or notice to proceed.

Awarded this \_\_\_\_\_ day of \_\_\_\_\_ 2015.

Name (Print)	Title	Signature
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Approved as to form:

\_\_\_\_\_  
Pinal County Attorney's Office



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Offer and Acceptance

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- C. The Responder has not given, offered to give, nor intends to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the Submittal.
- D. The Responder certifies that it complies with Executive Order 12549 related to Federal Government Debarment and Suspension (see 4-7)
- E. The Responder certifies that the individual signing the bid is an authorized agent for the Responder and has the authority to bind them to the contract.

Fruth Group

\_\_\_\_\_  
Firm

\_\_\_\_\_  
Authorized Signature



PINAL COUNTY  
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Original  
Addendum  
Acknowledgement  
Form

Pinal County  
Finance Department  
31 N. Pinal St.  
Bldg. A  
P.O. Box 1348  
Florence, AZ 85132

**ADDENDUM ACKNOWLEDGEMENT FORM**

Solicitation Addendums are posted on the Pinal County website at the following address:  
<http://pinalcountyz.gov/Departments/Finance/Pages/BidsProposals.aspx> . It is the responsibility of the Responder to periodically check this website for any Solicitation Addendum.

This page is used to acknowledge any and all addendums that might be issued. Any addendum issued within five days of the solicitation due date, will include a new due date to allow for addressing the addendum issues. Your signature indicates that you took the information provided in the addendums into consideration when providing your complete response.

Please sign and date:

ADDENDUM NO. 1 Acknowledgement \_\_\_\_\_ 11/3/15  
Signature Date

ADDENDUM NO. 2 Acknowledgement \_\_\_\_\_  
Signature Date

ADDENDUM NO. 3 Acknowledgement \_\_\_\_\_  
Signature Date

*If no addendums were issued*, indicate below, sign the form and return with your response.

\_\_\_\_\_

\_\_\_\_\_



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## Original Responder's Checklist

Pinal County  
Finance Department  
31 N. Pinal St.  
Bldg. A  
P.O. Box 1348  
Florence, AZ 85132

### RESPONDERS CHECKLIST

	Yes/No
Did you <b>sign</b> your Offer sheet? <i>See Page 30 &amp; 31 of this solicitation.</i>	Yes
Did you acknowledge all addendums, if any? <i>See page 27. Any addendums would be posted on the Pinal County website on the Bids/Proposals page of the Finance/Purchasing Department.</i>	Yes
Did you complete all required Response Forms? <i>Any Response forms would be posted on the Pinal County website on the Bids/Proposals page of the Finance/Purchasing Department.</i>	Yes
Did you include your W-9 Form? <i>See page 28 of this solicitation.</i>	Yes
Did you include any necessary attachments?	Yes
Is the outside of your sealed submittal marked with the Solicitation #, Due Date and Time? <i>See page 1 for this information.</i>	Yes
Did you include one original and the required number of copies? <i>See page 1 for the quantity.</i>	Yes
Did you follow the order for submissions of documents? <i>See Section 3.4 – Offer format in the Special Instructions of this solicitation.</i>	Yes
Did you include proof of insurance(s) if requested?	N/A

Original

 <p>PINAL COUNTY <i>wide open opportunity</i></p>	<p>RFP-150922 Managed Print Services Response Form 1: Capacity and Method</p>	<p>Pinal County Finance Department 31 N. Pinal St. Bldg. A P.O. Box 1348 Florence, AZ 85132</p>
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Responder Name: 

Responders shall complete the following Response Form, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided.

**Please note: Any exception and the total number of exceptions taken will negatively affect your evaluation score. Compliance to Terms and Conditions has been identified as an evaluation criterion for this solicitation.**

Any exception not contained within this section of the solicitation will be deemed invalid and will not be considered.

### Acceptability of Responses

Offers that do not include this completed Response Form or that do include an incomplete Response Form or that include a completed Response Form with unacceptable responses may cause the entire offer to be deemed unacceptable and therefore non-responsive.

#### 1 Capacity of Responder

- 1.1 Responder shall describe their company history including company full legal name, primary business location, years in business, ownership structure, and website, if applicable.

*The Fruth Group Dealership has been providing the proposed products and services in Arizona since 1989 and has been under the current ownership since 2000. The Fruth Group Web Page is:*

*[www.fruthgroup.com](http://www.fruthgroup.com)*

**FRUTH GROUP LOCATIONS:**

**PHOENIX OFFICE (Serving central and northern Arizona)**

**HEADQUARTERS**

**4960 E.BEVERLY ROAD**

**PHOENIX, AZ 85044**

**602-414-9600**

**TUCSON OFFICE (Serving central and southern Arizona)**

**2015 N .FORBES BLVD. #111 TUCSON, AZ 85745**

**520-903-9200**

**EL CENTRO OFFICE (Serving western Arizona and southern California)**

**605 WAKE AVE.ST E.3 EL CENTRO, CA 92243**

**760-352-4645**

**POWAY OFFICE (Serving southern California)**

**12340 STOWE DR . SUITE B POWAY, CA 92064**

**858-486-5692**

*The Fruth Group (T FG) is headquartered in Phoenix, Arizona with four Branch Offices serving Arizona and Southern California. Our dealership has been doing business in Arizona and serving MESC since 1989. We have been operating under the current ownership since 2000.*



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**Vice President**

602-414-9600 ext.103

*The Vice President directs all sales functions of the operation to achieve levels of excellence for service and total customer satisfaction in accordance with the objectives of TFG. He works closely with the entire TFG team of professionals responsible for the large MPS accounts. He is an integral member of the escalation process and is available anytime his input is required. Mr. Osborn has held many senior positions within the industry. He reports directly to the President.*

**Perry Jahraus**

**Industry Experience– 30+ years**

**Operations Manager**

602-414-9600 ext. 122

*The Operations Manager has overall responsibility for day to day operations of service, logistics, technical training and inventory for all branch operations.*

**Steve Miller**

**Industry experience– 20 + years**

**Sales Manager– Phoenix**

602-414-9600 ext.110

*The Sales Manager over sees all activities within his market area to achieve the levels of excellence for service and total customer satisfaction in accordance with the objectives of TFG. He will be instrumental to the implementation, installation, training and management of products and services being proposed in this bid.*

**William Field**

**Industry Experience- 22+ years**

**Major Account Manager**

602-414-9600 ext.120

*The MAM is responsible for day to day communication and information request, Organize and conduct Quarterly Reviews. Has worked the last four years managing the Pinal County contracts, working with Purchasing (Larry Woo), Department Managers and IT.*

**Jeff Rogers**

**Industry experience– 17+ years**

**VCIO – Managed Print Services**

602-414-9600 ext.114

*The VCIO's has overall responsibility of all pre and post-sale relationships with TFG customers and prospective customers. This includes sales activities, network/IT discovery, customer on-boarding, Technical reviews and interfacing with TFG staff or Technical support as needed.*

**Joel Segal**

**Industry experience– 30+ years**

**Production Systems**

*Provides customer consultation, training and support for applications pertaining to production level printing and copying in black and white and color. Mr. Segal worked for over 17 years for Canon USA as a Graphics Production Specialist for the Director of Production Systems.*

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**Dan Grim**

*Industry experience– 21 years*

*Service Supervisor*

*The lead field technician for that territory and Escalation specialist. Manages field response times, research's problems for field technicians and manages training schedules for their technicians*

**Richard Newberg**

*Technician*

*Industry Experience: 28 years servicing Canon, Samsung, HP, Lexmark, Panasonic*

*Service all MFD's, MFP's and printer devises in their territory, remain current on all product training modules and electronic reporting of all services completed in their customer base. Customer service interaction within accounts, evaluate and resolve all software and hardware service calls daily, within Fruth Groups servicing standards.*

**Jack Boyles**

*Technician*

*Industry Experience: 45 years servicing Canon, Samsung, Panasonic and Lexmark Service all MFD's, MFP's and printer devises in their territory, remain current on all product training modules and electronic reporting of all services completed in their customer base. Customer service interaction within accounts, evaluate and resolve all software and hardware service calls daily, within Fruth Groups servicing standards.*

**Jay Rau**

*Technician*

*Industry Experience: 8 years servicing Sharp, Canon, HP, Ricoh, Brother, Dell, Samsung, Lexmark, Kyocera*

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**Jesus Ruiz**

*Technician*

*Industry Experience: 24 years servicing Canon, Toshiba, Sharp, HP, Ricoh, Konica Minolta, Samsung, Lexmark,*

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**Mark Petersen**

**Technician**

**Industry Experience: 24 years servicing Canon, Ricoh, HP, Samsung, Lexmark**

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**Doug Tanner**

**Technician**

**Industry Experience: 21 years servicing Sharp, Muratec, Lexmark, HP, Canon**

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**Matt Hanson**

**Technician**

**Industry Experience: 9 years servicing Sharp, HP, Canon, Samsung, Lexmark, Panasonic, Konica Minolta, Oce**

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**Douglas Robold**

**Technician**

**Industry Experience: 34 years servicing Sharp, HP, Canon, Samsung, Lexmark**

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**Paul Castaneda**

**Technician**

**Industry Experience: 7 years servicing HP, Canon, Samsung, Lexmark, Riso, Oce,**

**Service all MFD's, MFP's and printer devises in their territory, remain current on all product training modules and electronic reporting of all services completed in their customer base. Customer service interaction within accounts, evaluate and resolve all software and hardware service calls daily, within Fruth Groups servicing standards.**

**Tom Powers**

**Industry Experience: 41 years servicing Sharp, HP, Canon, Samsung, Lexmark**

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**Technician**

*Service all MFD's, MFP's and printer devises in their territory, remain current on all product training modules and electronic reporting of all services completed in their customer base. Customer service interaction within accounts, evaluate and resolve all software and hardware service calls daily, within Fruth Groups servicing standards.*

**Gonzolo Rodarte**

**Technician**

*Industry Experience: 8 years servicing Sharp, HP, Canon, Lexmark, Samsung, Ricoh, Brother, Kyocera, Toshiba, Xerox, Konica Minolta*

*Service all MFD's, MFP's and printer devises in their territory, remain current on all product training modules and electronic reporting of all services completed in their customer base. Customer service interaction within accounts, evaluate and resolve all software and hardware service calls daily, within Fruth Groups servicing standards.*

**Sergio Gamo**

**Technician**

*Industry Experience: 26 years servicing Sharp, HP, Canon, Lexmark, Samsung, Konica Minolta, Ricoh, Toshiba, Xerox, Kyocera, Brother*

*Service all MFD's, MFP's and printer devises in their territory, remain current on all product training modules and electronic reporting of all services completed in their customer base. Customer resolve all software and hardware service calls daily, within Fruth Groups servicing standards.*

**Rey Martinez**

**Technician**

*Industry Experience: 9 years servicing HP, Canon, Dell, Lexmark, Samsung, Brother*

*Service all MFD's, MFP's and printer devises in their territory, remain current on all product training modules and electronic reporting of all services completed in their customer base. Customer service interaction within accounts, evaluate and resolve all software and hardware service calls daily, within Fruth Groups servicing standards.*

**Craig Graham**

**Technician**

*Industry Experience: 20 years servicing Canon, Panasonic,*

*Service all MFD's, MFP's and printer devises in their territory, remain current on all product training modules and electronic reporting of all services completed in their customer base. Customer service interaction within accounts, evaluate and resolve all software and hardware service calls daily, within Fruth Groups servicing standards.*

**Demerio Ganzalez**

**Technician**

*Industry Experience: 8 years servicing Canon, Toshiba, Sharp, HP*



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- 1.4 Responder shall indicate how many Managed Print Services programs have been implemented by them in the last three (3) years and what percentage of their business is derived from Managed Print Services contracts.

*Fruth Group has implemented 103 accounts with Managed Print Services and successfully installed Print Management Software tracking page counts and providing customer reports detailing client print activities and providing recommendations on best practices resulting in cost savings while increasing productivity. 13 of these accounts are within the scope and requirements of Pinal County. The Fruth Groups Managed Print Services accounts for 18% of our annual revenues.*

- 1.5 Responder shall describe at least one (1) project success and failure of a Managed Print Services contract to include how each experience improved or changed the Responder's services.

*Problem Resolution Accounts – Fruth Group Mesa Public Schools Value of Contract (\$500,000) + annually Challenges/Problem – This account has an internal service department and requires on-going training and expertise with its fleet of 600+ MFP's. The customer also required a portal for parts and supply integration.*

*Resolution- The Fruth Group designed a web interface that allows technical personal at the district to order parts and supplies. We provide them authorized access to track and separate using a specific warehouse for MUSD that authorizes the ordering process while inventorying and invoicing the purchase. A logistic manager at the Fruth Group monitors and communicates any status concerns through the site. A reconciliation is performed weekly to insure accuracy of the items ordered. The process is seamless and requires very little intervention.*

*Challenge/ Problem-The contract duration at MUSD is five years and the product roadmap changes during the contract. Manufacturer agreements dictate that the certification process needs to be adhered to insure the integrity of the servicing fleet. Online and telecom support is only possible if the technician, identified with a tech ID, has been trained and factory certified on the equipment*

*Resolution-The Fruth Group provides technical oversight and issues manufacturer identification numbers to the staff at MSUD. Fruth Group coordinates the technical training schedule for the Mesa technical staff personnel and tracks the progress of the products in question. We as a company, provide the dealership authorization necessary to send individuals to product certification classrooms. This process provides an opportunity to create a better trained technicians, regardless of their employer. All three onsite technical personnel at Mesa Public Schools were at one time trained and managed through the Fruth Group.*

*Vendor Strength- This solution allows the one of the largest school districts in the state to afford the services necessary to stay within budget and provide quality service. If, in this process, we are recognized as the purveyor of choice in the community to provide quality Canon products and innovative solutions to this entity, we are proud to do so.*

*Problem Resolution Clients – Fruth Group*

*Noah Webster Schools Product Valuation (\$1,400,000/initial/\$400,000 annually*

*Challenges/Problem – Noah Webster Schools is a technology school and requires a partner that can provide best in class solution for the classroom and administrative environment. Times have changed and the educational community requires more of a diverse product offering. Too often cooperative contracts designed to help schools avoid the bidding process and create value are manufacturer specific. These contracts lack the flexibility of combining best in class solutions and single vendor relationship. This was the challenge for this district. We have been the copier vendor for 10 years and our solution had always revolved around a single product offering. In building the latest school and through the needs analysis process we discovered quickly that budget, technology and innovation would mandate our response. If we wanted to be their technology provider based on the contracts available today we would have needed to sign several different agreements. This was not their idea of a partner.*

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**Resolution-** *The Fruth Group designed a solution for their schools based on the needs of the district and the best technology for the solution.*

*In this solution we provided Canon MFP's best in class for the walk copiers, copy centers and ADA compliant MFP's for SPED and Title 1.*

*We deployed Lexmark desktop MFP's in the classroom for scanning and onboarding of documents for document management. These units have AccuRead: this scanning software identifies and automatically sorts the scanned images. It locates and extracts up to four fields of data on a page and includes the data in an index file and/or image file name. The images are automatically sent to pre-defined network folders. Canon does not offer this solution, a solution imperative to our success as a partner.*

*Lastly, as a digital school we authored a virtual environment that interacts with Samsung tablets, digital school software and large format displays to effectively communicate to students. This solution has cut the school environmental footprint, paper and printing costs by 50%. Again this was an integral part of our solution but not technology offered by our other manufacturers.*

*The goal for Noah Webster Pima was to build the most advanced digital school in the country. We provided the infrastructure around this client's vision of a school of the future. Cisco, Nutanix, VMWare, Canon, Oce, Samsung, Ruckus, Lexmark, etc.... all played a part in our solution.*

**Vendor Strength-** *This solution has been replicated throughout the southwest and would not be possible under single manufacturer contract. Additionally, clients are reluctant create agreements with multiple suppliers. We are in an inclusive service model today, MFP'S, MPS and Managed IT are commonly requested services from our clients. As an organization we are growing with all manufacturer by utilizing the best in class products and solutions under the Fruth Group umbrella.*

**Problem Resolution Clients - Fruth Group**

**Homeland Security US Border Patrol (Contract Valuation WND) Client 14+ years (2 Challenges/Problems/resolutions)**

**Challenges/Problem – Geographic logistic issues:** *The Tucson Sector Border Patrol covers a vast geographical area. The entire Southern border from Douglas to Nogales to Ajo and as far north as Casa Grande. Considering the extreme distances, keeping the fleet in operations is critical at the NINE various stations though out the State.*

**Resolution-** *Dedicated technical personnel statewide as well as the use of service loaners and hot swaps allow us to keep the Homeland Security up and operational every day. We have committed 14 years to the service of this agency and developed and adapted to Federal procurement codes.*

**Vendor Strength-** *coverage model (Servicing Area) and expertise are evident in this 14year relationship.*

**Challenges/problem-Contractual budget issues/ contracting stipulations** *The Border Patrol has changed significantly over the past 14 years, from DOJ to Homeland Security the rules and approval process has evolved over time and the Fruth Group has evolved with the change. We have needed to adapt to the changing procurement process throughout our tenure. Let me share our ability to adapt and work to keep our client while we stay in compliance with the federal procurement laws.*

**Resolution:** *Contractual commitment to adapt with the agency and the agencies procurement rules: See timeline of contracts*

*2001-2010 we utilized the Canon USA (GSA Contract), this allowed us to provide equipment, service and supplies to (DOJ) Department of Justice/US Border Patrol. Shortly following 911 DOJ relinquished control of the Border Patrol to newly formed Homeland Security agency.*

*2010-2013 - The Fruth Group established its own GSA Contract in response to the challenges with the budget and DAP requirements for HS/US Border Patrol. We developed an aggregate billing contract to allow the agency to maintain its relationship with Fruth Group and this contract could be used nationwide (HSBP1011P00047).*



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**2103-The (HS) mandated that all services nationwide be bid regardless of the current federal Contract. The Fruth Group adapted to this challenge and was awarded a blanket purchase agreement with the US Border Patrol for 5 years. This was developed and created in cooperation with DHS/US Border Enforcement Contracting Division- Mountain Branch: Current contract: BPA Order (HSBP1015J00017)**

**Vendor Strength- The Fruth Group has utilized and operated within the guidelines of a manufacturer GSA Contract, established and was awarded a Fruth Group /GSA contract and has authored with the agency a BPA Contract customized for US Border Patrol state wide. I believe this shows are flexibility to work within the procurement guidelines of a state or federal agency. Lastly, if an organization can stay in compliance with our own federal contract it demonstrates our ability to effectively administer and manage a statewide Contract.**

**Problem Resolution Clients Fruth Group**

**Sunnyside Unified School District**

**Value of Contract (\$800,000/Initial/\$200,000/annually)**

**Challenges/Problem – This account had an internal service department and determined that it was cost prohibitive to maintain their copier and printer fleet internally. The MFP'S were dated and the efficiencies around their document workflow were unacceptable. The business model refresh was so delayed that all schools were a high priority.**

**Resolution- The Fruth Group held the equipment contract with the school district and was looking for alternatives solutions to bring current technology to an ageing fleet. The Fruth Group worked with the SUSD IT Department to model a financial plan to bring the district into budget and provide the technical expertise necessary to service the MFP's. The two organizations worked together to bring about a paradigm shift in technology and responsibility regarding the copier fleet. Sunnyside now has a dedicated technician from the Fruth group and we service the entire fleet of Canon cutting edge products. The district provided specific models and accessorized the units consistently throughout the district. The IT Department at Sunnyside school district works and supports our personnel in servicing their internal clients.**

**Challenge/ Problem- There was a significant challenge in transitioning from internal controls to Fruth Group outsourced services. One large concern was the department's budget dollars parts and supplies. The annual budget for copy/print services resided in legacy inventory, inventory ordered to prepare for school session. They had no choice but to wait and see if the board approved the new fleet. Sunnyside did not have additional dollars in the department's budget to maintain the new products in their departments. This created another budget dilemma.**

**Resolution- the IT department at Sunnyside acted quickly and in the best interest of all parties involved. The two organizations work toward a mutual transition agreement with the new contract. The Fruth Group and Canon USA agreed to step up and credit the current inventory allowing the district to return the assets at full value. The value of the inventory was nowhere near the dollar credit but the goodwill and the partnership was strengthened between the business partners.**

**Vendor Strength- the Fruth Group values our clients and based on the tenure of our relationships our model is working well for all parties involved.**

**Problem Resolution Clients - Fruth Group**

**Challenges/Problem – Geographic logistic issues: Central Arizona Project has over Arizona, many of which are in very remote locations with little to no back-up capabilities and very specific needs with respect to response times and security.**

**Resolution-Dedicated technical personnel statewide as well as the use of service loaners allow us to keep Central Arizona Project up and operational every day. We have committed 4 years to the service of this customer and developed and adapted to their requirements.**

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**Vendor Strength-** coverage model (State-wide Servicing) and expertise are evident in this 4+ year relationship.

**Challenges/problem-** Budget restrictions. Like most customers, particularly public entities, controlling the budget is of major concern. With many of their locations being very remote geographically with relatively low monthly/annual print volumes it was difficult to control expense utilizing any standard contract.

**Resolution:** TFG formulated a consolidated annual billing for all of their machines regardless of where the prints were made in an effort to reduce their annual spend.

- 1.6 Responder shall provide a minimum of three (3) references who can comment on the company's professional work. References from public entities are preferred. Responder must include phone, fax, email and physical address of each reference.

**County of Imperial**

**Debbie Wray**

**Purchasing Supervisor**

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**Central Arizona Project**

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**Sunnyside Unified School District**

**Javier Baca**

**Chief Information Officer**

**2238 E. Ginter Road**

**Tucson, AZ 85706**

**520-545-2062 office**

**520-545-2116 fax**

- 1.7 Responder shall submit the following financial information: (1) A current audited financial statement, report or a copy of a current federal income tax return and Dun & Bradstreet report.

***The Fruth Group is a Privately Held Corporation. We agree to submit the above requested financial information for Pinal County to review. We will provide this information in hardcopy in a sealed envelope Attn: Lori Pruitt. The Fruth Group would like to request that Pinal County deem this information as Confidential.***

**2 Method of Approach**

- 2.1 Responder shall describe how they conducted a print environment assessment for another entity to include methodology, what recommendations were made, and what cost savings were experienced.

***A recent analysis and implementation at REN where the account had a mixture of MFP's (color and B&W units), MFD's (color and B&W units) and Printers (color and B&W units). These units were a combination of network connected units and non-network devices. REN had 13% of their devices (MFD's) on an all-inclusive service and supply contract. The remaining units had no service and were purchasing individual cartridges as needed, which did not allow them to leverage discounts accounting for the overall page volumes. The methodology Fruth Group implemented was to deploy a tracking system to identify all existing brands, models and page counts (color and B&W) of these devices. Fruth Group followed up with an onsite evaluation, confirming and accounting for all units including the non-networked units. Our evaluation determined that there were numerous inkjet and low-end laser devices which had the highest page cost producing a higher than anticipated page volumes. In addition the color page count was 34% of the total Pages. This was excessive and out of balance with the 8-12% target for industry printing. Our recommendation was to implement a Print Management Services program calculating discounts based upon the REM's total volumes. In addition we set defaults and print rules that set priority printing to B&W with a target of achieving 10% organizational color printing. Based upon our recommendation REN upgraded the Inkjet and low-end laser printers to more cost effective laser units. The cost of those units were recouped in less the 6 months. REN recognized an overall over all savings of 42% annually. Fruth Group is especially proud of the savings achieved with this account as REN is a nonprofit organization that provides behavioral and mental health assistance focusing primarily on young adults. In this evaluation savings equated to more Patient benefits.***

- 2.2 Responder shall describe their implementation strategy. The strategy shall contain training approaches, communication plans, and organizational change management process.

***We have been very fortunate to be involved for the last six months assisting Pinal County in the gathering of information on the current MFD, MFP and printer assessment. We have successfully implemented our FM Audit tool to gather device inventory and page counts which is the first step of the implementation strategy.***

***Implementation Strategy:***

***We would install the FM Audit tool to gather a current and updated inventory documenting any additions, deletions or changes in devices. Based upon that inventory report and information provided with Pinal Counties IT Department we would deploy a team that would place service stickers with individual ID numbers on each device documenting its Brand, Model, serial number, IP address, location, Department and***



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*primary contact with phone number and email address. This information would be entered into the FM Audit tool. This is an extremely import process to ensure its accuracy as FM Audit will allow us and Pinal Counties IT Department to produce numerous reports communicating and evaluating page counts, type of pages (color and B&W) and printing habits. This information will assist in communicating cost cutting strategies and productivity improvements.*

**Training:**

*The end-user will be instructed when service or supplies are needed to refer to the service tag and place a call to the number on that tag referencing the ID number listed on the service tag. Upon receiving the call the Service Specialist will confirm the devices Make, Model, Department, Location and Contact Information. The Service Specialist will assist in correcting the issue, ship supplies and/or dispatch a Technician to make on-site repairs needed. This process should be effortless to the end users, as most the Department are following a similar process with the current MFD's.*

*We will hold on-site training with The Pinal IT Department on the implementation and escalation process of the end-users and extensive training on the format and use of the FM Audit Tool. We will dedicate as much time and resources to this training as is needed. The FM Audit Software is a powerful asset that allows The IT Department to see an in-depth view of the production and status of these devices. The goal of both the Fruth Group and Pinal County is to transition from a program that, by its nature, is designed to be reactive to a program that is proactive minimizing end-user disruptions. By insuring the IT department is proficient in this software, especially the reports that it is able to generate, is paramount in communication and implementing cost savings and developing a go forward strategy.*

**Communication:**

*Communication is a vital part of our Major Account Program, therefore we require that our Major Account Managers and Support Specialist schedule an extensive account review every quarter with our Major Accounts. If we were honored to earn Pinal Counties Business this is a program that would be implemented. This is where the training on the software tools are essential as the numerous reports that the tools can produce will be the baseline of these reviews. There will be an itemized agenda which will include Pinal County's imminent business directives and goals, as well as addressing any concerns, challenges and improvements that need to be resolved and/ or implemented. In addition to a formal quarterly review our Major Account Managers average no less than once a month communications and follow ups with IT Personnel.*

**Organizational Change Management Process:**

*Every organization goes through personnel changes from time to time and however it's important to minimize an/ or eliminate any disruption in the day to day business. Therefore, as outlined in section 1.3 in reference to personnel assigned to the contract, Fruth Group will have 5 direct support personnel. Though the Major Account Manager is the first point of contact the other members of the team are actively involved in the account and the quarterly review process. This allows us to make necessary transitions bringing up the competency of key personnel quickly.*

2.3 Responder shall describe how they calculate realistic cost savings for implementation of MPS.

**Cost calculations are done in two phases:**

**Contracted Cost Savings:**

*Fruth Group will provide the initial cost savings realized by Pinal County by utilizing the current cost spreadsheet in Exhibit A and analyzing it in relation to the proposed Fruth Pricing within this RFP. Our analysis will clearly show a projected annual savings and percentage.*

**Print Management Savings:**

*Our initial evaluation of the printing habits shows that Pinal County has a disproportionate rate of color prints in relation to the 8-12% industry targeted color volumes in relation to total page volumes within an organization. Similar to example set forth in section 2.1 we will show the savings realized by proactively initiating a strategy to change user habits, setting defaults, monitoring color page ratios by device and implementing a rules base printing program. Through our discussions With Pinal County a 10% ratio of color*



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**pages in relation to the overall page volume. We will provide an analysis again utilizing the current cost spreadsheet in Exhibit A. This is a trackable and forecasted savings goal and the progress will be tracked as a part of our Quarterly review.**

**See Attachment A:**

2.4 Responder shall describe their strategy for continuous improvement.

Responder shall describe their strategy for continuous improvement.

**The Fruth Group strives to offer innovation and service excellence. Internally, The Fruth Group service technicians are consistently maintaining their skills through regular certifications on new equipment introductions and online training modules.**

**Quarterly Reviews are a standard with Fruth Group Clients. Through the Quarterly Review process, a "Report Card" of sorts is presented to clients to reflect the following performance indicators:**

- **# of Service Calls in the quarter**
- **Response times for all calls**
- **Average volumes per device with meters**
- **Volumes per location/department/entire fleet**
- **Recommendations and areas of improvement**
- **Custom reporting is available at customers request**

**These Reviews are also utilized to proactively address any client needs prior to having any issues escalated into major concerns.**

**Any additional technologies and new product releases that could potentially benefit clients are introduced where appropriate.**

2.5 Responder shall describe how their company remains competitive in the managed print industry to improve efficiencies including how those efficiencies transfer to customers and how they are reflected in this proposal.

**Fruth Group is a member of the National Printer Repair Network. The Fruth Group strives to offer innovation and service excellence. Internally, The Fruth Group service technicians are consistently maintaining their skills through regular certifications on new equipment introductions and online training modules.**

2.6 Responder shall describe how prices for recent MPS contracts compare with the prices responder provides in this proposal. If significantly different, describe the drivers of the difference in price.

**Due to the quantities and page volumes of Pinal County's devices, the pricing on his contract qualifies for our highest level discounts. This pricing is comparable to other entities with in the same scope of unit quantities and volumes as Pinal County. However this pricing may be significantly less then accounts that only a few units and minimal volumes as administrative cost become more prevalent in relation to the total pages being billed.**

2.7 Responder shall describe how they will manage the diversity of Pinal County's fleet of devices.

**As demonstrated in section 1.3 our Technicians average 13 years of industry experience and expertise in a variety of product lines. One of the many benefits of being a local Dealer offering multiple product lines is the diversity of expertise. Our first responders will be our technicians with the widest range of product exposure in order to places calls and perform preventative maintenance task with in that department while on location. Since we have a large portfolio of MPS contracts we have already successfully addressed and implemented programs for a diverse fleet of products. In some cases the diversity of product lines is much greater. Pinal County IT has done a very good job on containing the variety of devises, however we would recommended as printers are replaced to begin standardizing to a selected group of cartridge types for the convenience of the end-users in the various departments.**

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- 2.8 Responder shall describe how they will discover and map all networked and non-networked devices across the County. If software will be used, please name and describe software, network access required, and system requirements.

## ***The FMAudit® Solution***

*The FMAudit data collection system acts as a partner with The Fruth Group's ERP and service dispatch systems.*

*The challenge is that most data collection options only offer one-way communication. This can lead to endless hours spent manually reconciling exceptions when a client changes a printer IP address.*

*FMAudit offers the technological innovation and industry experience to help make the most of this managed services offerings. Developed on the .NET Framework, FMAudit also accommodates partner and third-party integrations.*



### **Central Server**

*Central Server is the heart of the FMAudit® software solution. This data repository will hold all of the usage data from Pinal County's account and seamlessly integrate that data with The Fruth Group's ERP or CRM systems.*



### **Data Capture**

*FMAudit® offers the most extensive data collection software tools available in the industry today.*



### **TCO Reporting**

*Understanding Pinal County's Total Cost of Ownership (TCO) of your printer and MFP fleets is the foundation for developing compelling future recommendations and offering cost saving solutions.*



### **Customer Application Management**

*Remove the complex and time-consuming steps of managing the installation and updates of all customer applications.*

## ***FMAudit® Central Server***

*Central Server is the heart of the FMAudit® software solution. This data repository will hold all of the usage data from Pinal County's account and seamlessly integrate that data with The Fruth Group's, ERP or CRM system. This data can then be leveraged to create Total-Cost-of-Ownership (TCO) reports, account management strategies, and customized workflows for supply and service alerts.*

- *Data repository for the device data collected by FMAudit*
- *Leverage the information to empower Pinal County and The Fruth Group to develop and act on strategic business initiatives*

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- Internally: dealer may install internally at their office and provide internal and/or external access to their employees and end users (customers)
- Third-party: outside hosting service such as GoDaddy ([www.godaddy.com](http://www.godaddy.com))
- FMAudit shared: hosting service provided by FMAudit using a shared hosted server
- FMAudit hosted: dedicated hosting service provided by FMAudit using a dedicated hosted server

### Data Capture

FMAudit® offers the most extensive data collection software tools available in the industry today. Information collected through our Data Capture Technologies goes into the Central Server and allows you to create reports, account management strategies, and set up supply and service alerts.

Assess and monitor information through one of our Data Capture Technologies. We provide a variety to accommodate your diverse client base:

- Onsite® is for clients who are open to installing data collection software on their network. It provides for continual data collection of meters, supplies, and service for networked devices.
- FMAudit® Viewer (a USB device) used for quick, stand-alone assessments. Manual print assessments during the evaluation process can consume days and even weeks of effort. Now, the same information can be gathered in minutes with FMAudit® Viewer. Simply insert the USB key into a PC on the client's network and Viewer gathers information on all of the current networked devices.

**Insert Viewer into your computer to:**

- Create valuable TCO reports
- Export data to FMAudit® Central Server
- Export data to report generation software

**WebAudit offers the ability to collect meters over the Internet. This patent-pending technology collects meter readings without installing software on the client's network. How it works:**

- The client clicks on a Web link that opens their Web browser
- WebAudit discovers the devices on the client's network and creates a table of the meter readings
- The client transmits the data to you simply by clicking "Send"
- This data is sent to your WebAudit Central Server and is synchronized with The Fruth Group's billing system

**Local Agent** (patent pending) - Dealing with local printers is one of the most challenging aspects of deploying a remote meter reading and managed print services program. In many organizations, more than 40% of printers are not networked. Other data collection products cannot see these devices. Not only do you miss out on the meter collection from these printers, you also risk not having supplies in inventory. Local Agent allows you to capture meters from non-networked devices. This small software application is loaded onto PCs that have printers connected. This allows all of FMAudit's data collection devices (WebAudit, Onsite and FMAudit® Viewer) to capture meters from these local devices.

**How it works:**

- Install Local Agent on PCs with printers
- FMAudit takes meters from these devices just like any other network printer

### TCO Reporting

Understanding Pinal County's Total Cost of Ownership (TCO) of your printer and MFP fleets is the foundation for developing compelling data. FMAudit® makes TCO assessment easy with integrated reports that help you understand usage patterns. Not

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only does this provide data to establish volumes, it also provides reports to present during quarterly reviews and to make cost savings recommendations..

**Dynamic reporting**

Viewer USB creates many useful reports. Here are some of the most popular:

- Monthly Usage Matrix graphically illustrates monthly usage, total mono/color volumes and toner coverage percentage
- Usage vs. Recommended Duty Cycle reports over- and under-utilization by visually representing threshold percent of duty cycle

**Side by side database**

FMAudit maintains a database of more than 10,000 printer and MFP models. There are more than 130 fields of information for each device (images, supply costs, yields, part numbers, etc.). This allows you to quickly create TCO reports based on industry information. This database is updated daily and synchronized with your server, ensuring you are always working with the latest data.

**Customized reports**

Using the more than 130 fields of information, The Fruth Group can work with Pinal County to create customized reports to provide the precise data the County would like to see. This allows us to work collaboratively with the Pinal County to develop a print management strategy to maximize cost reduction while providing the Counties internal customers the best suited products.

## Customer Application Management

**Easily manage installation & updates on Pinal County's applications**

**FMAudit Deployer**

Deployer is a tool developed by FMAudit designed to remove the complex and time-consuming steps of managing the installation and updates of all the applications The Fruth Group requires to fully implement our MPS program within Pinal County's enterprise.

• **Benefits**

- Conveniently manage all Pinal County's installations & updates in one place
- Save time

2.9 Responder shall describe how usage data for both networked and non-networked devices will be collected. The Responder shall include the method, tools and any software that will be used, including name and description of software, network access required, and system requirements.

**Usage data for both networked and non-networked printers are reported to us through the current FM Audit software. The required network access is SNMP and system requirements are any windows PC or Server. The non-connected (one identified) will have an FM Audit agent installed on the computer it is connected to and sends usage for that device to the FM Audit reporting software. Network access is only required through any connected PC it resides on. System requirements are any windows PC or Server.**

2.10 Responder shall describe strategy for changing user habits to increase efficiency and reduce costs including the use and implementation of rules-based software.

**For the purpose of this RFP, #2 – Print Policies will be explained in greater detail below, however, The Fruth Group wanted to make Pinal County aware of the full capabilities of PaperCut:**

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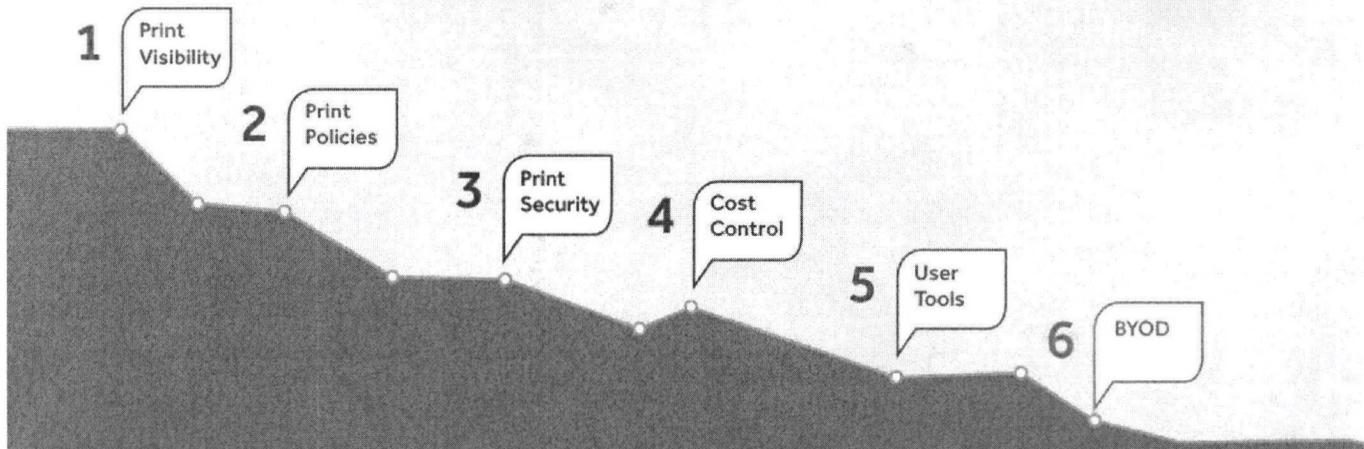
*PaperCut makes it easy to manage your devices without the complexity.*

- *Reduce Print Costs – Allocate printing to departments, cost-centers and users with shared accounts.*
- *Report on usage – By user, department, device or environmental impact.*
- *Any platform, any device – Runs on Windows, Mac, Linux, Novell and mixed-fleet environments.*

*Save paper, save budget, and save the environment at the same time. You will start to see the obvious ways to save and control your printing.*

## PaperCut - At a Glance

6 powerful ways to boost your existing print setup



1. **Print Visibility** - Instantly see who is printing, what they are printing, when they printed and on which device. View the central dashboard, any one of the 80 pre-built reports and the document archive (so you never have to chase down answers again).
2. **Print Policies** - Create intelligent rules to limit user behavior and enforce sensible printing policies. Use pre-built filters to fix simple problems like removing jobs, encourage double-sided printing or create your own custom advanced scripting logic.
3. **Document and Device Security** - Protect sensitive documents with Find-Me printing. Users print once to a global virtual queue and release securely while at the device.

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- *Secure your devices with User Authentication via a touch screen or card reader at the MFD.*
- *Add an extra layer of security by using watermarking and digital signatures to include the owner ID to every document.*

4. **Cost Control** - *Start by tracking costs by user, department, client or custom shared accounts.*

*Get further control by allocating print quotas to users, departments or clients. They can track their print balances, and once the quota is gone, it's gone!*

*Implement a pay-per-use model to recoup printing costs. For individual user payments integrate with popular payment gateways. Or make client billing seamless by allocating costs to a client, project or department.*

5. **User Tools** - *Encourage responsible printing by sharing the environmental impact with users. The Environmental dashboard, Windows Live Tile and the Environmental Widget can help shape behavior.*

*Keep print costs and rules visible to users with the desktop Client Tool.*

*Allow users to print from their web browser or mobile device as well as release documents securely at the printer using an existing ID badge or their smart phone.*

6. **BYOD Printing** - *Don't let BYOD printing become an unnecessary burden. Get your mobile print solutions under control with easy tools including email-to-print, Google Cloud Print, iOS printing and Web Print.*

*Got guests? Visitors can print too.*

**Also, it's a super fast setup** - *Easy and flexible setup with auto synchronization of user and group information from a source such as Windows Active Directory.*

*One license has got you covered – for all operating systems with unlimited servers. Add embedded licenses when you want to control multifunction devices.*

*Host locally on your own print server or across multi-sites.*

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## Manage Printing



Good print management is more than replacing toner cartridges. Be proactive! Use PaperCut to monitor printing, encourage sensible use and find pain points. Here are a few highlights of PaperCut's best print management features:

### PRINT POLICY MANAGEMENT

Implement best-practice **print policy rules**:

- Remind users via popup to print duplex
- Route large jobs to dedicated high-volume printers
- Discourage users from printing emails
- Discourage printing web pages in color



*Encourage best practice with customizable client popups.*

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PaperCut's print policy management is powered by advanced scripting and can be quickly tailored to meet organization printing requirements.

## ALERTS



Be proactive! Ensure that administrators are kept abreast of any printing issues via automatic emails/sms alerts. Alerts may be sent when:

- A printer is in error (e.g. a paper jam that the user was unable to clear)
- A printer's toner level is low
- Other errors/conditions occur in the printing process

<p><b>System Notifications</b></p> <p>Notify administrators or other interested parties via E-mail (or SMS) when important system events occur.</p>	<p><input checked="" type="checkbox"/> Notify when printers are in error (e.g. paper jam)</p> <p><b>Time a printer has been in error before sending notification:</b> 10 minutes</p> <p><b>Recipients</b> joe@domain.org A comma separated list of email addresses, e.g.: joe@domain.org,bill@domain.org</p> <p><b>Notification message</b> A printer error was detected at %time%:  Printer: %printer% Location: %location% Error Type: %error% Jobs in queue: %num_jobs%</p> <p>This message is displayed along with the notification details</p> <p><input type="checkbox"/> Notify when printers are low in toner (for supported printers)</p> <p><input type="checkbox"/> Notify on error level events (e.g. New error messages in App. Log)</p> <p><input type="checkbox"/> Notify on licensing issues (e.g. when the licensed user limit has been exceeded)</p> <p><input type="checkbox"/> Notify when there are pending refund requests</p>
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Printer error notifications

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## ADVANCED CHARGING RULES

- Define costs on a per-printer basis
- Full differential charging models taking into account standard sizes, size category, area, color/grayscale or duplex mode
- Combine with filters for precise control over charges and use
- Apply discounts to encourage use of grayscale and duplex printing
- Page-level color detection - users are only charged the color rate on pages that actually contain color.

The screenshot shows the PaperCut NG web interface for configuring a printer. The browser address bar shows the URL: localhost:9191/app?service=direct/1/PrinterDetails/printerOptionsTab.tab&sp=1. The page title is "Printer Details: mac-server\Laser Printer". The "Advanced Charging" tab is selected, and the "Charging type" is set to "by category". The configuration includes the following settings:

- Base cost: \$0.08
- Large paper surplus (larger than Legal or ISO A4): \$0.20 Extra per page
- Very large paper surplus (larger than 11x17 or ISO A2): \$1.00 Extra per page
- Grayscale discount: 50.00% Percent less
- Duplex discount: 40.00% Percent less

Buttons for "Apply" and "Cancel" are visible at the bottom right of the configuration area.

*Charging by category - one of several charging models*

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## **FILTER / RESTRICT PRINT JOBS**

Filters are a great way to control printing. They can be used to *convert* or *restrict* print jobs. Some examples of print filter usage by administrators include:

- Automatically convert student printing to duplex or grayscale.
- Automatically detect and delete duplicate jobs.
- Prevent large jobs from being printed on slow printers.
- Stop jobs of certain names/types. A great way to stop someone accidentally printing the "accounts.xls" file that results in 20,000 pages!
- Catch invalid paper sizes. No more "manual feed" or "Load A5" blinking messages!
- Restrict access by domain group, maximum cost, color mode, size and more.

 <p><b>PINAL COUNTY</b> wide open opportunity</p>	<p align="center"><b>RFP-150922</b> <b>Managed Print Services</b> <b>Response Form 1:</b> <b>Capacity and Method</b></p>	<p align="right">Pinal County Finance Department 31 N. Pinal St. Bldg. A P.O. Box 1348 Florence, AZ 85132</p>
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**Printer Details: linux-server\Office MFP**

Summary    Advanced Charging    **Filters & Restrictions**    Scripting    Job Log    Statistics

<p><b>Actions</b></p> <ul style="list-style-type: none"> <li>Reset Counts</li> <li>Copy settings to other printers</li> <li>Rename this printer</li> <li>Delete this printer</li> <li>View charging rules</li> <li>View filter rules</li> <li>View job log</li> <li>View statistics</li> </ul>	<p><b>Conversions</b></p> <p><b>Convert to Grayscale</b> Automatically convert color jobs to grayscale for the specified users.</p> <p><input checked="" type="checkbox"/> Convert color jobs to grayscale for:</p> <p>Users in the following groups: <input type="text" value=""/></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Staff</li> <li><input checked="" type="checkbox"/> Students</li> </ul> <p><b>Convert to Duplex</b> Automatically convert simplex (single sided) jobs to duplex (double sided) for the specified users.</p> <p><input type="checkbox"/> Convert simplex jobs to duplex for:</p> <p>All users <input type="text" value=""/></p> <p align="right"><input type="button" value="Apply"/> <input type="button" value="Cancel"/></p>
--	---

**Restrictions**

<p><b>Restriction Scope</b> Specify how filters should be applied to users.</p>	<p><input checked="" type="checkbox"/> Only apply filters to restricted users</p>
<p><b>Group Restriction</b> Specify which groups should have access to this printer.</p>	<p><input type="checkbox"/> Only allow the following groups to print:</p>
<p><b>Groups With Color Access</b> Specify which groups should have access to color printing.</p>	<p><input type="checkbox"/> Only allow the following groups to print in color:</p>
<p><b>Maximum Cost</b> Filter by document cost. This filter is used to prevent users from accidentally using an excessive amount of their allowance in a single document.</p>	<p><input checked="" type="checkbox"/> Deny print jobs based on documents cost</p> <p>Maximum: <input type="text" value="\$50.00"/></p>

Some of the available printer filters

Filters are backed up by customizable messages. These can be used to inform users of why restrictions are in place. For example, "This job has been denied. Please don't print jobs over 100 pages on the ink jet printer. Use laser printer X instead."

For advanced usage, filters may be combined with print scripts. This provides functionality like automatically converting printed emails to grayscale (i.e. do a conversion based on the application type).

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## LOAD BALANCING

PaperCut provides printer load balancing functionality. See the [Clustering and Load Balancing](#) tour section for details.

## MORE...

Also improve your print management with:

- [Reporting and analysis.](#)
- Solve wireless laptop printing issues with driverless [Web Print](#)
- Track printing expenses via department, work area, cost center, client.

## Advanced Scripting



If you require more power than PaperCut's in-built [filters and restrictions](#) you can leverage Advanced Scripting. To make it easy to get started, advanced scripting comes with dozens of pre-written recipes. Looking at these is a great way to understand their power. Examples include:

- Display a popup message if a user forgets to select duplex on large jobs.
- Show a dialog displaying environmental impact statistics about their job, such as, the amount of carbon dioxide equivalent greenhouse gases produced.
- Prompt the user to confirm large jobs before printing.
- Automatically route large jobs to more efficient high volume printers.
- Giving discounts during off-peak times.



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- Least-cost routing - suggesting a more cost effective printer.
- And much more...

Summary    Advanced Charging    Filters & Restrictions    Scripting    Job Log    Statistics

### Advanced Scripting

Enable print script

Import Recipe    Insert Snippet at Cursor    Share    Help

```
1  /*
2  * Color print jobs require user confirmation
3  *
4  * Color printing is expensive so users should be encouraged to print
5  * in grayscale whenever they print in color. No confirmation is required
6  * for grayscale jobs
7  */
8
9  function printJobHook(inputs, actions) {
10
11     if (inputs.job.isColor) {
12
13         /* Color job, ask the user if they want to print. The job cost is displayed
14          * prominently to encourage users to consider black and white printing
15          * instead.
16          */
17         var response = actions.client.promptPrintCancel(
18             "<html>This print job is <span style='color:red'><b>color</b></span>"
19             + " and costs <b>" + inputs.utils.formatCose(inputs.job.cost)
20             + "</b>. You can save money by printing the job in grayscale.<br><br>"
21             + "Do you want to print this job?</html>");
22
23         if (response == "CANCEL" || response == "TIMEOUT") {
24             //User did not respond, cancel the job and exit script.
25             actions.job.cancel();
26             return;
27         }
28     }
29 }
30
31
32
33
34
```

Apply    Cancel

Original



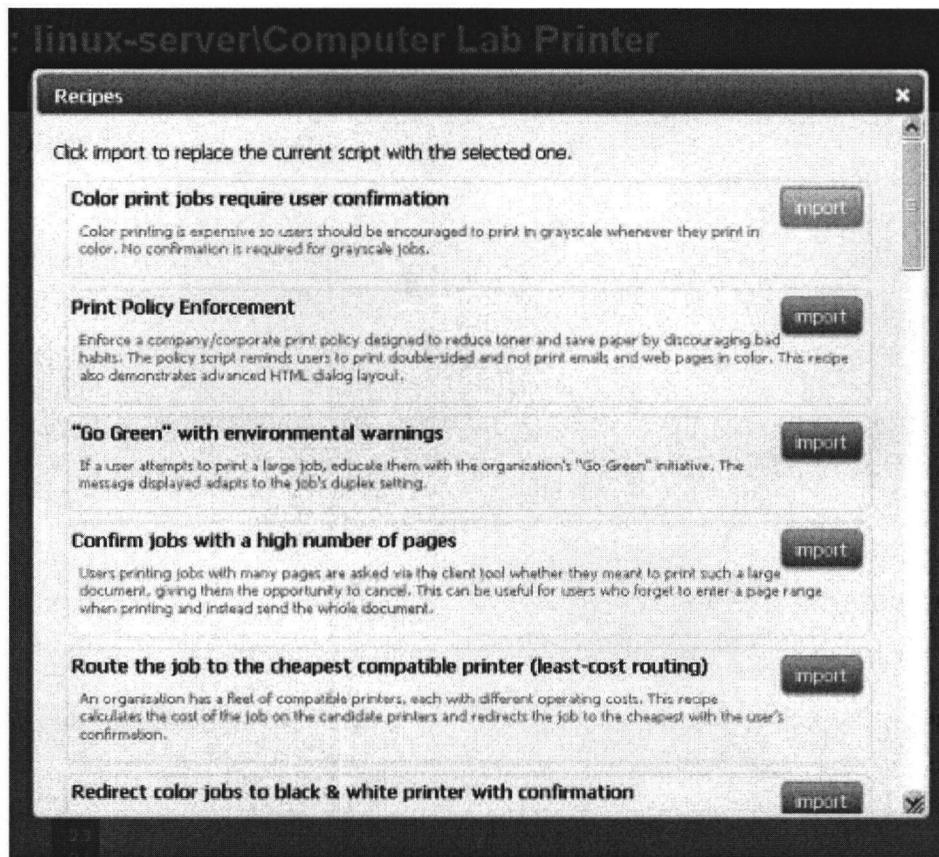
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## HOW EASY IS IT TO WRITE A SCRIPT?

Considerable effort has been made to make life easier to write a script. The scripting language used is the most popular scripting language, JavaScript. To get started we have provided over 20 complete best practice recipes to import and over 30 code snippets to use in your own scripts.



To modify scripts an inbuilt JavaScript editor is provided with syntax highlighting and clear error reporting if your script contains an error.

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**Printer Details: linux-server\Computer Lab Printer**

Summary | **Advanced Charging** | Filters & Restrictions | Scripting | Job Log | Statistics

**Advanced Scripting**

Enable print script

This script did not run due to an error. This script has raised an error 2 time(s).

Last Error:  
Jan 19, 2011 3:33:15 PM  
Error in "printJobHook" - ReferenceError: "nosuchfunction" is not defined. (printer-script#7)

Import Recipe | Insert Snippet at Cursor | Share | Help

```
1 function printJobHook(inputs, actions) {  
2   nosuchfunction();  
3 }  
4
```

## POWERFUL!

The power of scripts is nearly limitless with the number of input variables and possible actions provided. We know that only geeks would read this far down on a page about advanced scripting, so here's a diagram for you:

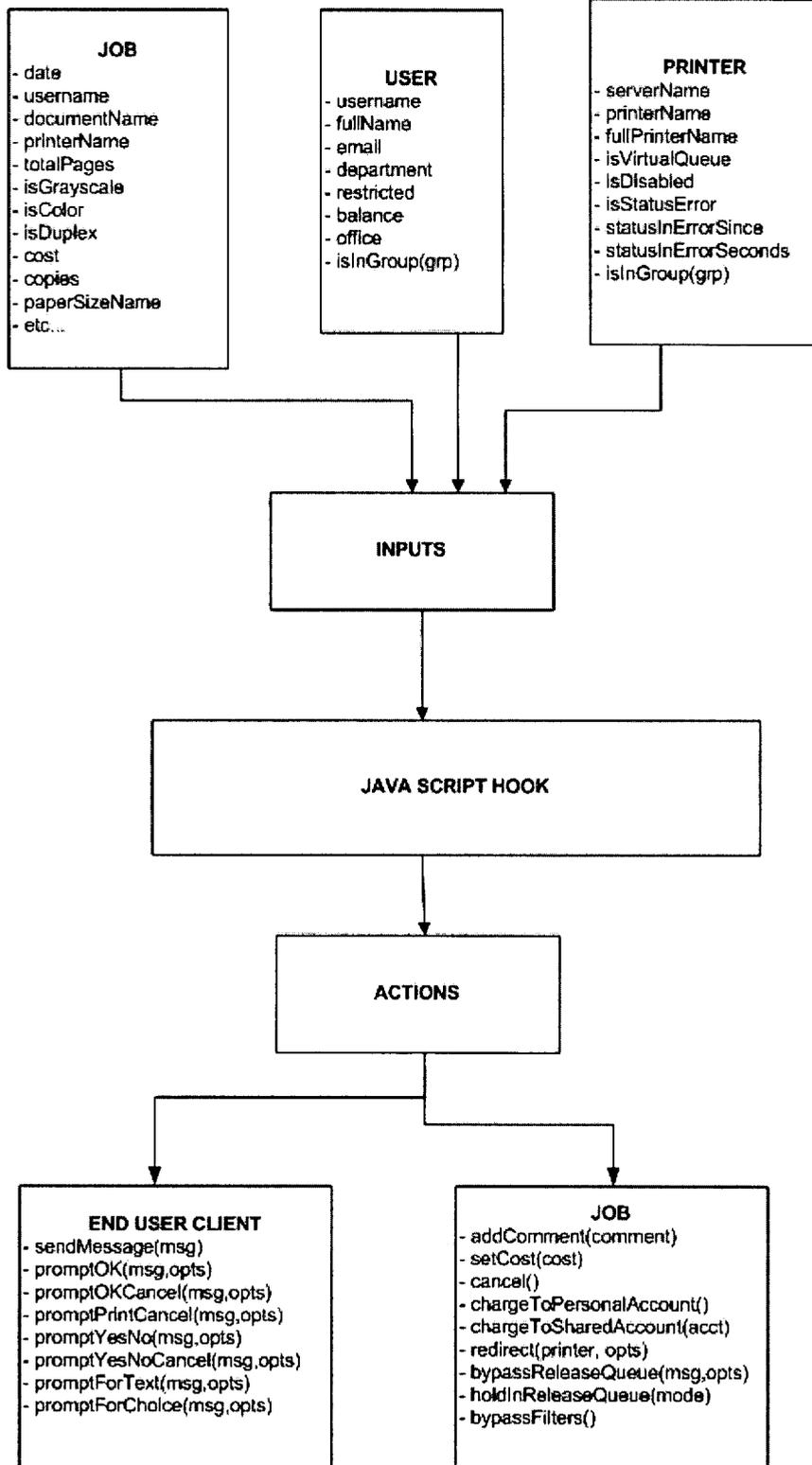
# Original



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Check out the [manual](#) for full API reference documentation and tips on how to write your own print scripts.

Do you have an idea for a script? Take a few moments to hit the *Share* button in the application and let us know about it!

## ***Standard Recipes (Example Scripts)***

Here is a summary of some of the pre-built best practice recipes (examples) included:

### ***Color print jobs require user confirmation***

Color printing is expensive so users should be encouraged to print in grayscale whenever they print in color. No confirmation is required for grayscale jobs.

### ***Print Policy Enforcement***

Enforce a company/corporate print policy designed to reduce toner and save paper by discouraging bad habits. The policy script reminds users to print double-sided and not print emails and web pages in color. This recipe also demonstrates advanced HTML dialog layout.

### ***"Go Green" with environmental warnings***

If a user attempts to print a large job, educate them with the organization's "Go Green" initiative. The message displayed adapts to the job's duplex setting.

### ***Confirm jobs with a high number of pages***

Users printing jobs with many pages are asked via the client tool whether they meant to print such a large document, giving them the opportunity to cancel. This can be useful for users who forget to enter a page range when printing and instead send the whole document.

### ***Offer to convert jobs with a high number of pages to duplex***

When jobs with a high number of pages are printed (e.g. >50), users will be asked via the client tool if they would like their job converted to duplex, thereby saving paper. Users who are not running the client tool will have their jobs printed without any changes.

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***Route the job to the cheapest compatible printer (least-cost routing)***

An organization has a fleet of compatible printers, each with different operating costs. This recipe calculates the cost of the job on the candidate printers and redirects the job to the cheapest with the user's confirmation.

***Convert jobs with a high number of color pages to grayscale (or cancel)***

Users may accidentally (or without thinking) print multi-page documents with many color pages. When printing jobs with a high number of colour pages (e.g. >20), users will be given a choice to either convert their job to grayscale or cancel it. Users who are not running the client software will have their jobs canceled automatically.

***Redirect color jobs to black & white printer with confirmation***

Color printing is expensive so users should be encouraged to print in grayscale. When a job is color prompt the user to send the job to a grayscale print queue. Please note: This script does not change the job to grayscale the job may still print in color on color printers.

***Redirect large jobs with confirmation***

A user printing a large job is requested to redirect the job to a printer dedicated for large batch printing. Users will be asked to confirm the redirection via the client software.

***Redirect large jobs without confirmation***

Users printing jobs larger than the defined number of pages have their jobs automatically redirected to another printer. This can be used to redirect large jobs from slower or high cost printers to more efficient or faster high volume printers.

***Cancel large print jobs sent by students***

Members of the Students group are only allowed to print up to 100 pages. Jobs larger than this will be canceled with a notification. This recipe demonstrates group-level restrictions.

***Charge printing during class time to the department***

Members of the Students group get free printing to engineering lab printers during lab time (9:00am to 11:00am weekdays).

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### ***Free printing during class time***

Members of the Students group get free printing to science lab printers during lab time (2:00pm to 5:00pm Mondays).

### ***Inform user when printer is in error***

If a user sends a print job to a printer that is in error (e.g. offline, paper jam, out of paper) they will be informed via the client tool and given the opportunity to cancel and print to another printer.

### ***Discounted printing for large print jobs***

Reduce the cost per page when print jobs are larger than 100 pages. Any pages above 100 are charged at a 50% discount.

### ***Discount printing during off-peak***

Encourage users to print during periods of low activity by offering a discount of 25% during the period before 8:00am and after 6:00pm.

### ***Discount for staff***

Staff are charged less for printing than other users. This recipe also demonstrates the use of debug logging.

### ***Confirm printing emails in color (from Outlook)***

Implement an organization wide policy to discourage printing of emails in color. Users printing emails in color will be informed via the client software of the policy and they will need to confirm their action.

### ***Convert all email printing to grayscale***

Implement an organization wide policy that no emails should be printed in color. Often emails contain color in links or headers that adds no value. This script automatically converts all emails (printed from Outlook) to grayscale.

### ***Confirm printing of emails (from Outlook)***

Implement an organization wide policy to discourage printing of emails. Users printing emails will be informed via the client software of the policy and the print job's environmental impact. Users will need to confirm their action.



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***Hold color jobs in a release queue***

Color printing is expensive so users should be encouraged to print in grayscale. When a job is color the job is held in a release queue and the user is notified. They must then release the job from one of the release station interfaces. Grayscale jobs print as normal.

***Hold jobs in a release queue during peak times***

During peak hours printers can get very busy. When many users are printing sometimes people pick up other people's print job resulting in frustration and waste. This recipe enables the hold/release queue during the peak hours of 9:00am to 6:00pm weekdays. When printing at off-peak times, users are not inconvenienced by using a hold/release queue.

***Ask the user if the job should be held in a release queue***

Hold/release queues allow private and confidential documents to be held and only released when the user has confirmed that they are physically at the device (e.g. authenticated at a release station). Holding all jobs may be a burden on users. This script asks the user if a job is confidential and will only hold these jobs.

***Require approval code***

Users are required to enter a valid approval code to print their job. Approval codes are pre-defined and known only by privileged users, e.g. teachers. Users who do not enter a valid approval code will have their jobs canceled.

***Bypass Hold/Release Queue for selected users***

Selected users print very large batch jobs and it's frustrating to have to attend the printer twice: once for release and then again later to collect the job. Selected users will be given the option to print direct bypassing the Hold/Release queue.

***Prompt for comment***

The user is prompted via the a client popup to enter a comment about their print job. This could be used to describe what is being printed or provide a justification for printing.

***Copyright and attribution sampling and tracking***

Sample of a percentage of all jobs printed between a given period checking copyright and attribution. Users are prompted via the client software to see whether someone else holds the copyright to the job they are printing. If so,

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they are prompted to attribute the work via title and author. This is then recorded in the database so it can be extracted into Microsoft Excel via the CSV Print Job Log export report (stored in Comment field).

### ***Add a watermark on pages printed a group of users (students but not staff)***

Adds the date, time and name of the user to the bottom of all pages printed by students. This is done by checking if the user is a member of the defined students group. Watermarking is disabled for staff (users not in the student group).

### ***Prompt for security classification***

The user is prompted via the a client software popup for the document's security classification. The classification is then associated with the job as a comment for reference and reporting.

### ***Restrict jobs to a subnet***

Jobs sent from workstations in a specified subnet are allowed, other jobs are canceled. This script demonstrates network level restrictions.

### ***Send email alert on disallowed printer access***

IT Department is protective of their new printer and they are keen to catch any non-IT staff using it. If anyone outside of IT is found using the printer, the job should be denied and the IT staff alerted via email of the attempted use.

### ***Trap and warn users if they print known problem documents***

Some organizations have known problem documents such as large spreadsheets that if accidentally printed will print thousands of pages. This recipe will check for a known problem document and alert the user and ask them to confirm their actions.

### ***Discounted printing for selected shared account***

When printing is charged to a selected shared account (e.g. a school fund-raising group) a discount is applied to the job cost. This also demonstrates the use of the "post account selection hook".

### ***Change personal accounts available for printing***

When using a printer that belongs to the "Science Faculty", users can only use credit from their "Science Quotas" or "Cash" accounts. Users cannot use other faculty quotas on these printers.

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This also demonstrates the use of printer groups to simplify script maintenance.

### ***Daily color page limit***

This recipe imposes a fixed limit on the number of color pages a user can print per day. A color page quota is a better solution than separate balances for color and black & white. Separate balances are more confusing (two accounts to manage), and also can lead to waste, as users with no black & white credit remaining will simply revert to color printing.

### ***Prevent overuse of lab printers (rate limiting)***

By placing a reasonable rate limit on printers during lab times (a rate large enough to support printing of lab work only), you'll ensure the resource is available to all students.

### ***Reward regular use of grayscale/duplex***

It's always a good idea to reward good behavior. This recipe help you implement a campaign to discourage color printing and encourage the use of duplex (double-sided) printing. It will track a users usage and if they hit the target of 10 continuous days of printing without using any color and/or duplex will be rewarded.

- 2.11 Responder shall describe how their device management software works in relation to deployment of supplies.
- Supply management is tracked and ordering through our FM Audit Software. FM audit tracks the current percentage of supply level for each device. A default threshold is set at 20%. Upon the devise reaching 20% FM Audit sends an email supply order to our supply department requesting shipping of toner for that device. The order is then processed and shipped within 24 hours to the address, department and contact listed on the MPS/Service/Supply contact records. In departments where there is higher than average usage or remote locations where a 20% threshold may not be adequate the threshold can be set at any percentage range to accommodate those requirements.***
- 2.12 Responder shall describe their proposed method for maintaining service coverage and service response time requirements.
- Fruth Group is one of the only independent, multi-product offering companies in Arizona that offers service coverage statewide. This is extremely important to organizations that have locations reaching into more remote areas of the state.***
- 2.13 Responder shall describe your company's problem resolution process.
- The Major Account Manager (MAM) will be the Main Point of Contact for Pinal County with The Fruth Group. He will have day to day responsibilities of managing the relationship. Any point of discontent should be immediately communicated to The MAM. Should The MAM be unavailable for any reason, The Sales Manager (GM) will available to assist Pinal County. The Fruth Group takes a team approach to ensure customer satisfaction. We believe in a pro-active approach to challenges. Steve Miller, Sales Manager and Perry Jahraus, Director of Service will be available to Pinal County for any concerns that should require escalated attention. Brad Osborn, VP of Sales and Chuck Fruth, President and CEO will be available to Pinal County for any issues that go unaddressed by the team.***

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**Service Problem Resolution Process**

- A call is place on a device to the number references on the service ID tag.
- Should the technician be unable to remedy the issue, he is directed to escalate to a Service Supervisor. In the case of a down machine for more than 24 hours, an equivalent loaner machine would be provided at no cost.
- Should the Supervisor be unable to remedy the situation, the Director of Service will determine if there is another team member that can assist or if the better course of action would be to escalate to the Manufacturer's Support Team.
- If the machine cannot be satisfactorily repaired, a like replacement would be provided at no charge.

2.14 Responder shall describe their policy and procedure for handling additions, moves, changes, and replacement of devices.

**See Attachment B "MPS Add Remove" form to be used by Pinal County to communicate any changes. A manifest will be maintained by The Fruth Group and provided with all updates during Quarterly Reviews. The manifest will reflect and Adds, Moves or Changes communicated by Pinal County as well as any changes made by The Fruth Group.**

2.15 Responder shall provide a list of parts that are not covered in the cost of MPS.

**All parts are covered under our MPS services contract.**

2.16 Responder may provide additional information regarding technology or services not specifically listed in the RFP that they may believe to be beneficial to the County. Please list any additional costs associated with these items in the Options tab of the Cost Response form.

N/A

**3 Cost**

Responder shall complete Response Form 2 - Pricing RFP150922 Managed Print Services. Any response that does not include these forms or includes incomplete forms may cause the entire offer to be deemed unacceptable and therefore non-responsive.

**4 Conformance to Terms and Conditions and Scope of Services**

**Response Form Responses**

Steve Miller have read, understand, and shall comply with all Terms and Conditions. Responders that accept the County's Terms and Conditions and Instructions shall check **YES** to clearly indicate their acceptance. Responders who take exception to the County's Terms and Conditions and Instructions shall check **NO** and clearly indicate their exception(s) and provide Responder's suggested language.

**YES**, I acknowledge that I have read and understand all Terms and Conditions and will comply in any resultant contract.

**NO**, I acknowledge that I have read, understand all Terms and Conditions and will comply in any resultant contract with the exceptions listed below.

**Exceptions (If checked NO)**

Responders that take exception to any Terms and Conditions shall justify their exception as well as proposing any changes to the County's language with the Responder's suggested changes clearly indicated. Additional pages may be added so long as they are clearly referenced in the spaces provided. **Please note that taking exception to any Terms and**

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**Conditions may affect your evaluation score.** Both the number of exceptions and the severity of the exceptions can affect your score and may have you deemed non-responsive for this solicitation.

Cite the specific Term and Condition for which an exception is taken: **No Exceptions**

Responder's justification for the exception: **No Exceptions**

Responder's suggested changes: **No Exceptions**

Steve Miller have read, understand, and shall comply with the Scope of Services. Responders that accept the County's Terms and Conditions and Instructions shall check **YES** to clearly indicate their acceptance. Responders who take exception to any item in the Scope of Services shall likewise check **NO** and clearly indicate their exception and provide Responder's suggested language.

**YES**, I acknowledge that I have read and understand the Scope of Services and will comply in any resultant contract.

**NO**, I acknowledge that I have read, understand the Scope of Services and will comply in any resultant contract with the exceptions listed below.

**End of Response Form 1 for RFP-150922 Managed Print Services**

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## Pricing

Cost for Managed Print Services will be captured and paid for on a Cost-Per-Page (CPP) basis for all devices except fax machines. CPP's shall be inclusive of all managed print services listed in this RFP, with the only exception being movement of device from one location to another. No device other than a fax machine shall incur a base charge. Any costs for optional or additional technology or services shall be listed below in the 2<sup>nd</sup> Section of this Pricing Sheet under Optional Technology / Services. Additional pages may be added so long as they are clearly referenced in the spaces provided.

DESCRIPTION	FEE
Color MFD's	Cost-per-Page \$ <u>          .07          </u>
Mono MFD's	Cost-per-Page \$ <u>          .009          </u>
Color Printers	Cost-per-Page \$ <u>          .12          </u>
Mono Printers	Cost-per-Page \$ <u>          .013          </u>
Fax Machines	Quarterly Base Charge \$ <u>  43.75 per unit  </u>

### OPTIONAL TECHNOLOGY / SERVICES

DESCRIPTION	FEE
PaperCut NG w/ Print Control for up to 1,000 users	\$ <u>  2,158.00  </u>
Two Years Premium Support for PaperCut NG	\$ <u>   500.00   </u>
Implementation and Training – 4 Hours	\$ <u>   800.00   </u>
	\$ <u>                  </u>
	\$ <u>                  </u>
	\$ <u>                  </u>
	\$ <u>                  </u>
	\$ <u>                  </u>
	\$ <u>                  </u>
	\$ <u>                  </u>

Fruth Group Firm/Individual	 Authorized Signature and Date
--------------------------------	--

**END OF PRICING SHEET**

Fruth Group

# Attachment A

Response Form 1: Capacity and Method 2.3

# Pinal Count Savings Analysis

## Contracted Savings :

This is the initial cost savings realized by Pinal County by utilizing the current cost spreadsheet in Exhibit A and analyzing it in relation to the proposed Fruth Pricing within this RFP. Analysis shows projected monthly and annual savings with percentages.

Estimated Mono Average Monthly	Estimated Mono Average Monthly (color units only)	Estimated Mono CPP	Fruth Group RFP Mono CPP	Estimated Mono Monthly Cost	Fruth Group RFP Estimated Mono Monthly Cost	Estimated Color Average Monthly	Estimated Color CPP	Fruth Group RFP Color CPP	Estimated Color Monthly Cost	Fruth Group RFP Estimated Color Monthly Cost	Estimated Total monthly Cost	Fruth Group RFP Estimated Total monthly Cost
696943	182051	0.02348	0.01020	16367.28	7107.69	121603	0.19207	0.09799	23344.88	11915.71	39723.16	19023.40

**Total Monthly Projected Real Savings 20,699.76**

**Total Annual Projected Real Savings 248,397.12**

**Annual Projected Real Savings % 208.81%**

## Print Management Savings

Targeting a 10% ratio of color pages in relation to the overall page volume on color units. This analysis uses the current cost spreadsheet in Exhibit A, and analyzing it in relation to the proposed Fruth Pricing within this RFP. Analysis shows projected monthly and annual savings with percentages.

Estimated Total Mono Average Monthly Pages	Projected Total Mono Average Monthly Pages	Estimated Average Current Mono CPP Rate	Fruth Group Average RFP Mono CPP Rate	Estimated Total Current Mono Monthly Cost	Fruth Group RFP Estimated Mono Monthly Cost	Estimated Total Color Average Monthly Pages	Projected Total Color Average Monthly Pages	Fruth Group Average RFP Color CPP Rate	Estimated Total Current Color Monthly Cost	Fruth Group RFP Estimated Color Monthly Cost	Estimated Total monthly Cost	Fruth Group RFP Estimated Total monthly Cost
696943	970232	0.02348	0.0102	16367.28	9896.37	121603	30365	0.09799	23344.88	2975.47	39723.16	12871.83

**Total Monthly Projected Real Savings 26,851.33**

**Total Annual Projected Real Savings 322,215.96**

**Annual Projected Real Savings % 308.61%**

Category	Manufacturer	Model	Serial Number	Estimated Mono Average Monthly	Estimated Mono CPP	Fruth Group RFP Mono CPP	Estimated Mono Monthly Cost	Fruth Group RFP Estimated Mono Monthly Cost	Estimated Color Average Monthly	Estimated Color CPP	Fruth Group RFP Color CPP	Estimated Color Monthly Cost	Fruth Group RFP Estimated Color Monthly Cost	Estimated Total monthly Cost	Fruth Group RFP Estimated Total monthly Cost
Color MFD	SHARP	MX-2300N	7504080108	25	\$ 0.01	\$ 0.0090	\$ 0.25	\$ 0.23	0	\$ 0.06	\$ 0.070	0.00	0.00	\$ 0.25	\$ 0.23
Color MFD	SHARP	MX-2600N	9505067200	1100	\$ 0.01	\$ 0.0090	\$ 13.20	\$ 9.90	400	\$ 0.06	\$ 0.070	24.00	26.00	\$ 37.20	\$ 37.90
Color MFD	SHARP	MX-2600N	9505139200	4700	\$ 0.01	\$ 0.0090	\$ 56.40	\$ 42.50	1,900	\$ 0.06	\$ 0.070	114.00	133.00	\$ 170.40	\$ 175.30
Color MFD	SHARP	MX-2600N	8511758600	800	\$ 0.01	\$ 0.0090	\$ 9.60	\$ 7.20	900	\$ 0.06	\$ 0.070	54.00	63.00	\$ 83.60	\$ 70.20
Color MFD	SHARP	MX-2600N	9504676200	1700	\$ 0.01	\$ 0.0090	\$ 20.40	\$ 15.30	5,200	\$ 0.06	\$ 0.070	312.00	364.00	\$ 332.40	\$ 379.30
Color MFD	SHARP	MX-2600N		600	\$ 0.01	\$ 0.0090	\$ 7.20	\$ 5.40	50	\$ 0.06	\$ 0.070	3.00	3.50	\$ 10.20	\$ 8.90
Color MFD	SHARP	MX-2615N	5509087200	600	\$ 0.01	\$ 0.0090	\$ 7.20	\$ 5.40	300	\$ 0.06	\$ 0.070	18.00	21.00	\$ 25.20	\$ 26.40
Color MFD	SHARP	MX-2615N	5506274200	200	\$ 0.01	\$ 0.0090	\$ 2.40	\$ 1.80		\$ 0.06	\$ 0.070	0.00	0.00	\$ 2.40	\$ 1.80
Color MFD	Sharp	MX-2615N	55062742	186	\$ 0.01	\$ 0.0090	\$ 2.23	\$ 1.67	913	\$ 0.06	\$ 0.070	54.78	63.91	\$ 57.01	\$ 65.58
Color MFD	Sharp	MX-2615N	55090872	502	\$ 0.01	\$ 0.0090	\$ 6.02	\$ 4.52	394	\$ 0.06	\$ 0.070	23.64	27.58	\$ 29.96	\$ 32.10
Color MFD	SHARP	MX-2640N	4506253100	2200	\$ 0.01	\$ 0.0090	\$ 26.40	\$ 19.60	600	\$ 0.06	\$ 0.070	36.00	42.00	\$ 62.40	\$ 61.80
Color MFD	Sharp	MX-2640N	35037382	3075	\$ 0.01	\$ 0.0090	\$ 36.90	\$ 27.68	531	\$ 0.06	\$ 0.070	31.86	37.17	\$ 68.76	\$ 64.85
Color MFD	Sharp	MX-2640N	55038902	11362	\$ 0.01	\$ 0.0090	\$ 136.34	\$ 102.26	270	\$ 0.06	\$ 0.070	16.20	18.90	\$ 152.54	\$ 121.18
Color MFD	SHARP	MX-2700N	7505035300	200	\$ 0.01	\$ 0.0090	\$ 2.00	\$ 1.50	50	\$ 0.06	\$ 0.070	3.00	3.50	\$ 5.00	\$ 5.30
Color MFD	Sharp	MX-2700N	75049672	1843	\$ 0.01	\$ 0.0090	\$ 22.12	\$ 16.59	46	\$ 0.06	\$ 0.070	2.76	3.22	\$ 24.88	\$ 19.81
Color MFD	SHARP	MX-3100N	0503402Y00	4600	\$ 0.01	\$ 0.0090	\$ 55.20	\$ 41.40	600	\$ 0.06	\$ 0.070	36.00	42.00	\$ 81.20	\$ 83.40
Color MFD	SHARP	MX-3100N	8504936Y00	2100	\$ 0.01	\$ 0.0090	\$ 25.20	\$ 18.90	5,800	\$ 0.06	\$ 0.070	348.00	406.00	\$ 373.20	\$ 424.90
Color MFD	SHARP	MX-3100N	0503331Y00	2400	\$ 0.01	\$ 0.0090	\$ 28.80	\$ 21.60	1,700	\$ 0.06	\$ 0.070	102.00	119.00	\$ 130.80	\$ 140.60
Color MFD	SHARP	MX-3100N	1502781100	5900	\$ 0.01	\$ 0.0090	\$ 70.80	\$ 53.10	1,500	\$ 0.06	\$ 0.070	90.00	105.00	\$ 160.80	\$ 158.10
Color MFD	Sharp	MX-3100N	5004604	3792	\$ 0.01	\$ 0.0090	\$ 45.50	\$ 34.13	804	\$ 0.06	\$ 0.070	48.24	56.28	\$ 83.74	\$ 90.41
Color MFD	Sharp	MX-3100N	95046255	3559	\$ 0.01	\$ 0.0090	\$ 42.71	\$ 32.03	1,007	\$ 0.06	\$ 0.070	60.42	70.49	\$ 103.13	\$ 102.62
Color MFD	Sharp	MX-3100N	050330y	2142	\$ 0.01	\$ 0.0090	\$ 25.70	\$ 19.28	3,581	\$ 0.06	\$ 0.070	214.86	250.67	\$ 240.56	\$ 269.95
Color MFD	Sharp	MX-3100N	503330v	2523	\$ 0.01	\$ 0.0090	\$ 30.28	\$ 22.71	3,354	\$ 0.06	\$ 0.070	201.24	234.78	\$ 231.52	\$ 257.49
Color MFD	Sharp	MX-3100N	8504936y	3128	\$ 0.01	\$ 0.0090	\$ 37.54	\$ 28.15	4,189	\$ 0.06	\$ 0.070	251.34	293.22	\$ 288.88	\$ 321.36
Color MFD	SHARP	MX-3140N	4510460200	5200	\$ 0.01	\$ 0.0090	\$ 42.64	\$ 48.80	2,300	\$ 0.07	\$ 0.070	149.50	161.00	\$ 192.14	\$ 207.60
Color MFD	SHARP	MX-3140N	3506757100	800	\$ 0.01	\$ 0.0090	\$ 6.56	\$ 7.20	1,000	\$ 0.07	\$ 0.070	65.00	70.00	\$ 71.56	\$ 77.20
Color MFD	Sharp	MX-3501N	7508037y	637	\$ 0.01	\$ 0.0090	\$ 7.64	\$ 5.73	10	\$ 0.06	\$ 0.070	0.60	0.70	\$ 8.24	\$ 6.43
Color MFD	SHARP	MX-3640N	3504531300	300	\$ 0.01	\$ 0.0090	\$ 2.46	\$ 2.70	400	\$ 0.07	\$ 0.070	28.00	29.00	\$ 28.46	\$ 30.70
Color MFD	SHARP	MX-4101N	0500469Y00	7000	\$ 0.01	\$ 0.0090	\$ 80.50	\$ 63.30	6,500	\$ 0.06	\$ 0.070	390.00	455.00	\$ 470.50	\$ 518.00
Color MFD	SHARP	MX-4501N	8504510500	22000	\$ 0.01	\$ 0.0090	\$ 198.00	\$ 188.00	3,500	\$ 0.06	\$ 0.070	210.00	245.00	\$ 408.00	\$ 443.00
Color MFD	SHARP	MX-5141N	5509819400	10400	\$ 0.01	\$ 0.0090	\$ 78.00	\$ 93.60	300	\$ 0.06	\$ 0.070	19.20	21.00	\$ 97.20	\$ 114.60
Color MFD	SHARP	MX-5141N	4518703300	800	\$ 0.01	\$ 0.0090	\$ 6.00	\$ 7.20	1,000	\$ 0.06	\$ 0.070	64.00	70.00	\$ 70.00	\$ 77.20
Color MFD	SHARP	MX-6201N	7500288800	7400	\$ 0.01	\$ 0.0090	\$ 53.28	\$ 66.60	200	\$ 0.06	\$ 0.070	12.00	14.00	\$ 65.28	\$ 80.60
Color MFD	SHARP	MX-6201N	0509421000	17700	\$ 0.01	\$ 0.0090	\$ 127.44	\$ 159.30	50	\$ 0.06	\$ 0.070	3.00	3.50	\$ 130.44	\$ 162.80
Color MFD	SHARP	MX-C301W	4512482800	800	\$ 0.01	\$ 0.0090	\$ 10.80	\$ 7.20	0	\$ 0.07	\$ 0.070	0.00	0.00	\$ 10.80	\$ 7.20
Color MFD	SHARP	MX-C301W	4512561800	50	\$ 0.01	\$ 0.0090	\$ 0.68	\$ 0.45	0	\$ 0.07	\$ 0.070	0.00	0.00	\$ 0.68	\$ 0.45
Color MFD	SHARP	MX-C402SC	4507736300	2300	\$ 0.01	\$ 0.0090	\$ 23.00	\$ 20.70	50	\$ 0.09	\$ 0.070	4.50	3.50	\$ 27.50	\$ 24.20
Color MFD	Sharp	MX-C402SC	25113019	3065	\$ 0.01	\$ 0.0090	\$ 41.38	\$ 27.59	569	\$ 0.07	\$ 0.070	36.99	39.83	\$ 78.36	\$ 67.42
Color MFD	Sharp	MX-C402SC	35128102	348	\$ 0.01	\$ 0.0090	\$ 4.67	\$ 3.11	1,829	\$ 0.07	\$ 0.070	118.89	128.03	\$ 123.56	\$ 131.14
Color MFD	Sharp	MX-C402SC	35128122	440	\$ 0.01	\$ 0.0090	\$ 5.94	\$ 3.95	1,257	\$ 0.07	\$ 0.070	81.71	87.99	\$ 87.65	\$ 91.95
Color MFD	Sharp	MX-C402SC	35141311	544	\$ 0.01	\$ 0.0090	\$ 7.34	\$ 4.90	549	\$ 0.07	\$ 0.070	35.69	38.43	\$ 43.03	\$ 43.33
Color MFD	Sharp	MX-C402SC	45033234	1140	\$ 0.01	\$ 0.0090	\$ 15.39	\$ 10.26	2,052	\$ 0.07	\$ 0.070	133.38	143.64	\$ 148.77	\$ 153.90
Color MFD	Sharp	MX-C402SC	45034104	2893	\$ 0.01	\$ 0.0090	\$ 39.06	\$ 26.04	96	\$ 0.07	\$ 0.070	6.24	6.77	\$ 45.30	\$ 32.76
Color MFD	Sharp	MX-C402SC	45034164	227	\$ 0.01	\$ 0.0090	\$ 3.06	\$ 2.04	329	\$ 0.07	\$ 0.070	21.39	23.03	\$ 24.45	\$ 25.07
Color MFD	Sharp	MX-C402SC	45152162	3322	\$ 0.01	\$ 0.0090	\$ 44.85	\$ 29.50	2,373	\$ 0.07	\$ 0.070	154.25	166.11	\$ 199.09	\$ 196.01
Color MFD	BROTHER	MFC-9120CN	K0J453798	500	\$ 0.08	\$ 0.0090	\$ 28.52	\$ 4.50	300	\$ 0.43	\$ 0.070	127.52	21.00	\$ 156.04	\$ 25.50
Color MFD	HP	Color LaserJet 2840	CNJC85Y0LV	100	\$ 0.06	\$ 0.0090	\$ 5.70	\$ 0.90	200	\$ 0.28	\$ 0.070	56.04	14.00	\$ 61.75	\$ 14.90
Color MFD	HP	Color LaserJet 2840	CNCG67K0T1	25	\$ 0.06	\$ 0.0090	\$ 1.43	\$ 0.23	25	\$ 0.28	\$ 0.070	7.01	1.75	\$ 8.43	\$ 1.98
Color MFD	HP	Color LaserJet CM1017	CNCGY6DW0PD	25	\$ 0.09	\$ 0.0090	\$ 2.23	\$ 0.23	50	\$ 0.46	\$ 0.070	23.00	3.50	\$ 25.23	\$ 3.73
Color MFD	HP	Color LaserJet CM1312nfi M	CNB886G52B	25	\$ 0.09	\$ 0.0090	\$ 2.18	\$ 0.23	75	\$ 0.46	\$ 0.070	34.70	5.25	\$ 36.88	\$ 5.48
Color MFD	HP	Color LaserJet CM1312nfi M	CNB886G529	25	\$ 0.09	\$ 0.0090	\$ 2.18	\$ 0.23	25	\$ 0.46	\$ 0.070	11.57	1.75	\$ 13.75	\$ 1.98
Color MFD	HP	Color LaserJet CM4540 MFD	JPECF840QZ	5000	\$ 0.05	\$ 0.0090	\$ 236.90	\$ 45.00	2,500	\$ 0.19	\$ 0.070	485.65	175.00	\$ 722.55	\$ 220.00
Color MFD	HP	Color LaserJet CM4730 MFD	JPVQ161941	25	\$ 0.04	\$ 0.0090	\$ 0.94	\$ 0.23	300	\$ 0.26	\$ 0.070	77.54	21.00	\$ 74.48	\$ 21.23
Color MFD	HP	Color LaserJet CM4730 MFD	JP6LH08361	900	\$ 0.04	\$ 0.0090	\$ 33.91	\$ 8.10	1,200	\$ 0.26	\$ 0.070	310.16	84.00	\$ 344.08	\$ 92.10
Color MFD	HP	Color LaserJet CM4730 MFD	JP6LH04967	2500	\$ 0.04	\$ 0.0090	\$ 94.20	\$ 22.50	50	\$ 0.26	\$ 0.070	12.92	3.50	\$ 107.12	\$ 26.00
Color MFD	HP	Color LaserJet MFD M476dn	CNB8GC80SP	400	\$ 0.09	\$ 0.0090	\$ 36.80	\$ 3.60	1,100	\$ 0.42	\$ 0.070	461.96	77.00	\$ 498.75	\$ 80.60
Color MFD	HP	LaserJet 200 colorMFD M276	CND8F2L0XX	200	\$ 0.09	\$ 0.0090	\$ 17.20	\$ 1.80	50	\$ 0.43	\$ 0.070	21.30	3.50	\$ 38.50	\$ 5.30
Color MFD	HP	LaserJet 300 colorMFD M375	CNC8DCCX4N	75	\$ 0.09	\$ 0.0090	\$ 6.87	\$ 0.68	0	\$ 0.42	\$ 0.070	0.00	0.00	\$ 6.87	\$ 0.68
Color MFD	HP	LaserJet 300 colorMFD M375	CNB8D59XFJ	200	\$ 0.09	\$ 0.0090	\$ 18.33	\$ 1.80	400	\$ 0.42	\$ 0.070	169.56	28.00	\$ 187.89	\$ 29.80
Color MFD	HP	LaserJet 400 colorMFD M475	CND8F9T1D8	50	\$ 0.09	\$ 0.0090	\$ 4.58	\$ 0.45	100	\$ 0.42	\$ 0.070	42.39	7.00	\$ 46.97	\$ 7.45
Color MFD	HP	LaserJet 500 colorMFD M575	CN59DC84G	300	\$ 0.07	\$ 0.0090	\$ 19.64	\$ 2.70	0	\$ 0.33	\$ 0.070	0.00	0.00	\$ 19.64	\$ 2.70
Color MFD	HP	LaserJet CM1415fw	CNJ6D3HQ8M	50	\$ 0.08	\$ 0.0090	\$ 4.20	\$ 0.45	25	\$ 0.46	\$ 0.070	11.51	1.75	\$ 15.71	\$ 2.20
Color MFD	HP	LaserJet CM1415fw	CNH8C9JSYS	25	\$ 0.08	\$ 0.0090	\$ 2.10	\$ 0.23	25	\$ 0.46	\$ 0.070	11.51	1.75	\$ 13.61	\$ 1.98

Category	Manufacturer	Model	Serial Number	Estimated Mono Average Monthly	Estimated Mono CPP	Fruth Group RFP Mono CPP	Estimated Mono Monthly Cost	Fruth Group RFP Estimated Mono Monthly Cost	Estimated Color Average Monthly	Estimated Color CPP	Fruth Group RFP Color CPP	Estimated Color Monthly Cost	Fruth Group RFP Estimated Color Monthly Cost	Estimated Total Monthly Cost	Fruth Group RFP Estimated Total Monthly Cost
Color Printer	DELL	Color Laser 3110cn	0927042764	25	\$ 0.04	\$ 0.0130	\$ 1.01	\$ 0.53	100	\$ 0.29	\$ 0.130	28.69	13.00	\$ 29.70	\$ 13.33
Color Printer	DELL	Color Laser 3110cn	0927098893	100	\$ 0.04	\$ 0.0130	\$ 4.03	\$ 1.30	200	\$ 0.29	\$ 0.130	57.38	26.00	\$ 61.41	\$ 27.30
Color Printer	DELL	Color Laser 3110cn	0927038682	25	\$ 0.04	\$ 0.0130	\$ 1.01	\$ 0.53	25	\$ 0.29	\$ 0.130	7.17	3.25	\$ 8.18	\$ 3.58
Color Printer	DELL	Laser Printer 5100cn	926135353	400	\$ 0.02	\$ 0.0130	\$ 9.60	\$ 5.20	25	\$ 0.23	\$ 0.130	5.77	3.25	\$ 15.37	\$ 6.45
Color Printer	DELL	Laser Printer 5100cn	926102688	400	\$ 0.02	\$ 0.0130	\$ 9.60	\$ 5.20	25	\$ 0.23	\$ 0.130	5.77	3.25	\$ 15.37	\$ 6.45
Color Printer	HP	Color LaserJet 2800cn	CNHC71H17L	25	\$ 0.09	\$ 0.0130	\$ 2.23	\$ 0.53	25	\$ 0.46	\$ 0.130	11.50	3.25	\$ 13.73	\$ 3.58
Color Printer	HP	Color LaserJet 3500	CNBRK42891	300	\$ 0.07	\$ 0.0130	\$ 20.90	\$ 3.90	300	\$ 0.36	\$ 0.130	107.81	39.00	\$ 128.71	\$ 42.90
Color Printer	HP	Color LaserJet 3700	CNLDX00834	25	\$ 0.07	\$ 0.0130	\$ 1.74	\$ 0.33	25	\$ 0.03	\$ 0.130	0.81	3.25	\$ 2.56	\$ 3.58
Color Printer	HP	Color LaserJet 3800	CNWB27506	25	\$ 0.07	\$ 0.0130	\$ 1.74	\$ 0.33	25	\$ 0.03	\$ 0.130	0.81	3.25	\$ 2.56	\$ 3.58
Color Printer	HP	Color LaserJet 3800	CNYBB06245	600	\$ 0.07	\$ 0.0130	\$ 41.81	\$ 7.60	700	\$ 0.03	\$ 0.130	22.55	91.00	\$ 64.36	\$ 96.80
Color Printer	HP	Color LaserJet 4600	JPCKB33378	25	\$ 0.06	\$ 0.0130	\$ 1.55	\$ 0.53	200	\$ 0.33	\$ 0.130	66.77	28.00	\$ 68.33	\$ 29.33
Color Printer	HP	Color LaserJet 4600	JPHMD62669	100	\$ 0.06	\$ 0.0130	\$ 6.21	\$ 1.30	600	\$ 0.33	\$ 0.130	200.32	78.00	\$ 206.53	\$ 79.30
Color Printer	HP	Color LaserJet 4600	JPBKB29865	50	\$ 0.06	\$ 0.0130	\$ 3.10	\$ 0.65	300	\$ 0.33	\$ 0.130	100.16	39.00	\$ 103.27	\$ 39.65
Color Printer	HP	Color LaserJet 4610	JPLAD32858	50	\$ 0.06	\$ 0.0130	\$ 3.10	\$ 0.65	150	\$ 0.33	\$ 0.130	50.08	19.50	\$ 53.18	\$ 20.15
Color Printer	HP	Color LaserJet 4650	JPKA051182	200	\$ 0.06	\$ 0.0130	\$ 12.42	\$ 2.60	400	\$ 0.33	\$ 0.130	133.55	52.00	\$ 145.96	\$ 54.60
Color Printer	HP	Color LaserJet 4650	JPKA038315	25	\$ 0.06	\$ 0.0130	\$ 1.55	\$ 0.53	25	\$ 0.33	\$ 0.130	8.35	3.25	\$ 9.90	\$ 3.58
Color Printer	HP	Color LaserJet 4650	JPKA040695	300	\$ 0.06	\$ 0.0130	\$ 18.62	\$ 3.90	400	\$ 0.33	\$ 0.130	133.55	52.00	\$ 152.17	\$ 55.90
Color Printer	HP	Color LaserJet 4650	JPDAC03014	200	\$ 0.06	\$ 0.0130	\$ 12.42	\$ 2.60	100	\$ 0.33	\$ 0.130	33.39	13.00	\$ 45.80	\$ 15.60
Color Printer	HP	Color LaserJet 4650	JPKA042907	100	\$ 0.06	\$ 0.0130	\$ 6.21	\$ 1.30	200	\$ 0.33	\$ 0.130	66.77	28.00	\$ 72.98	\$ 27.30
Color Printer	HP	Color LaserJet 4650	JPKA042900	25	\$ 0.06	\$ 0.0130	\$ 1.55	\$ 0.33	75	\$ 0.33	\$ 0.130	25.04	9.75	\$ 26.59	\$ 10.08
Color Printer	HP	Color LaserJet 4650	JPKA043873	50	\$ 0.06	\$ 0.0130	\$ 3.10	\$ 0.65	100	\$ 0.33	\$ 0.130	33.39	13.00	\$ 36.49	\$ 13.65
Color Printer	HP	Color LaserJet 4650	JPKA049184	100	\$ 0.06	\$ 0.0130	\$ 6.21	\$ 1.30	200	\$ 0.33	\$ 0.130	66.77	26.00	\$ 72.98	\$ 27.30
Color Printer	HP	Color LaserJet 4650	JPHAD10912	150	\$ 0.06	\$ 0.0130	\$ 9.31	\$ 1.65	700	\$ 0.33	\$ 0.130	233.71	91.00	\$ 243.02	\$ 92.55
Color Printer	HP	Color LaserJet 4650	JPKA047458	300	\$ 0.06	\$ 0.0130	\$ 18.62	\$ 3.90	1,000	\$ 0.33	\$ 0.130	333.87	130.00	\$ 352.49	\$ 133.90
Color Printer	HP	Color LaserJet 4650	JPKA047458	100	\$ 0.06	\$ 0.0130	\$ 6.21	\$ 1.30	1,000	\$ 0.33	\$ 0.130	333.87	130.00	\$ 340.08	\$ 131.30
Color Printer	HP	Color LaserJet 4650	JPHAC26114	300	\$ 0.06	\$ 0.0130	\$ 18.62	\$ 3.90	800	\$ 0.33	\$ 0.130	267.10	104.00	\$ 285.72	\$ 107.90
Color Printer	HP	Color LaserJet 4700	JPJLC01205	50	\$ 0.05	\$ 0.0130	\$ 2.62	\$ 0.65	500	\$ 0.28	\$ 0.130	139.93	65.00	\$ 142.54	\$ 65.65
Color Printer	HP	Color LaserJet 4700	JP8R78663	200	\$ 0.05	\$ 0.0130	\$ 10.47	\$ 2.60	2,100	\$ 0.28	\$ 0.130	587.69	273.00	\$ 598.15	\$ 275.60
Color Printer	HP	Color LaserJet 4700	JP8R885187	400	\$ 0.05	\$ 0.0130	\$ 20.93	\$ 5.20	300	\$ 0.28	\$ 0.130	83.96	39.00	\$ 104.89	\$ 44.20
Color Printer	HP	Color LaserJet 4700	JPJTL864852	50	\$ 0.05	\$ 0.0130	\$ 2.62	\$ 0.65	400	\$ 0.28	\$ 0.130	111.94	52.00	\$ 114.56	\$ 52.65
Color Printer	HP	Color LaserJet 4700	JPJTL005046	50	\$ 0.05	\$ 0.0130	\$ 2.62	\$ 0.65	300	\$ 0.28	\$ 0.130	83.96	39.00	\$ 86.57	\$ 39.65
Color Printer	HP	Color LaserJet 4700	JPJTL849296	25	\$ 0.05	\$ 0.0130	\$ 1.31	\$ 0.33	100	\$ 0.28	\$ 0.130	27.99	13.00	\$ 29.29	\$ 13.33
Color Printer	HP	Color LaserJet 4700	JPJTL865301	800	\$ 0.05	\$ 0.0130	\$ 41.86	\$ 10.40	2,400	\$ 0.28	\$ 0.130	671.64	312.00	\$ 713.50	\$ 322.40
Color Printer	HP	Color LaserJet 4700	JPJTL23519	100	\$ 0.05	\$ 0.0130	\$ 5.23	\$ 1.30	200	\$ 0.28	\$ 0.130	55.87	26.00	\$ 61.20	\$ 27.30
Color Printer	HP	Color LaserJet 4700	JPALC14163	200	\$ 0.05	\$ 0.0130	\$ 10.47	\$ 2.60	400	\$ 0.28	\$ 0.130	111.94	52.00	\$ 122.41	\$ 54.60
Color Printer	HP	Color LaserJet 4700	JP8LC22112	100	\$ 0.05	\$ 0.0130	\$ 5.23	\$ 1.30	500	\$ 0.28	\$ 0.130	139.93	65.00	\$ 145.16	\$ 66.30
Color Printer	HP	Color LaserJet 4700	JPALB14843	100	\$ 0.05	\$ 0.0130	\$ 5.23	\$ 1.30	100	\$ 0.28	\$ 0.130	27.99	13.00	\$ 33.22	\$ 14.30
Color Printer	HP	Color LaserJet 4700	JPRLB41577	400	\$ 0.05	\$ 0.0130	\$ 20.93	\$ 5.20	2,000	\$ 0.28	\$ 0.130	559.70	260.00	\$ 580.63	\$ 265.20
Color Printer	HP	Color LaserJet 4700	JP8RD26056	50	\$ 0.05	\$ 0.0130	\$ 2.62	\$ 0.65	25	\$ 0.28	\$ 0.130	7.00	3.25	\$ 9.61	\$ 3.90
Color Printer	HP	Color LaserJet 5500	JPFK001278	700	\$ 0.08	\$ 0.0130	\$ 43.44	\$ 9.10	2,100	\$ 0.32	\$ 0.130	675.89	273.00	\$ 719.33	\$ 282.10
Color Printer	HP	Color LaserJet 5500	JPFC64501G	200	\$ 0.08	\$ 0.0130	\$ 12.41	\$ 2.60	1,100	\$ 0.32	\$ 0.130	354.04	143.00	\$ 366.45	\$ 145.60
Color Printer	HP	Color LaserJet 5500	JPSCBCY0KT	50	\$ 0.08	\$ 0.0130	\$ 3.10	\$ 0.65	500	\$ 0.32	\$ 0.130	160.93	65.00	\$ 164.03	\$ 65.65
Color Printer	HP	Color LaserJet 5500	JPSCBBH68G	25	\$ 0.08	\$ 0.0130	\$ 1.55	\$ 0.33	75	\$ 0.32	\$ 0.130	24.14	9.75	\$ 25.69	\$ 10.08
Color Printer	HP	Color LaserJet 5500	JPSCBBW00Q	200	\$ 0.08	\$ 0.0130	\$ 12.41	\$ 2.60	300	\$ 0.32	\$ 0.130	96.56	39.00	\$ 108.97	\$ 41.60
Color Printer	HP	Color LaserJet 5500	JPFC57P02F	50	\$ 0.08	\$ 0.0130	\$ 3.10	\$ 0.65	500	\$ 0.32	\$ 0.130	160.93	65.00	\$ 164.03	\$ 65.65
Color Printer	HP	Color LaserJet 5500	JPFC63V038	25	\$ 0.08	\$ 0.0130	\$ 1.55	\$ 0.33	50	\$ 0.32	\$ 0.130	16.09	6.50	\$ 17.84	\$ 6.83
Color Printer	HP	Color LaserJet CP1518ni		50	\$ 0.09	\$ 0.0130	\$ 4.36	\$ 0.65	200	\$ 0.46	\$ 0.130	92.53	26.00	\$ 96.89	\$ 28.65
Color Printer	HP	Color LaserJet CP1518ni	CNCC93502Y	25	\$ 0.09	\$ 0.0130	\$ 2.18	\$ 0.33	25	\$ 0.46	\$ 0.130	11.57	3.25	\$ 13.75	\$ 3.58
Color Printer	HP	Color LaserJet CP2025dn	CNCS475103	200	\$ 0.09	\$ 0.0130	\$ 17.14	\$ 2.60	600	\$ 0.40	\$ 0.130	241.18	78.00	\$ 258.32	\$ 80.60
Color Printer	HP	Color LaserJet CP2025dn	CNCS442051	25	\$ 0.09	\$ 0.0130	\$ 2.14	\$ 0.33	50	\$ 0.40	\$ 0.130	20.10	6.50	\$ 22.24	\$ 6.83
Color Printer	HP	Color LaserJet CP2025dn	CNCS442054	25	\$ 0.09	\$ 0.0130	\$ 2.14	\$ 0.33	75	\$ 0.40	\$ 0.130	30.15	9.75	\$ 32.29	\$ 10.08
Color Printer	HP	Color LaserJet CP2025dn	CNCS37548	200	\$ 0.09	\$ 0.0130	\$ 17.14	\$ 2.60	300	\$ 0.40	\$ 0.130	120.59	39.00	\$ 137.73	\$ 41.60
Color Printer	HP	Color LaserJet CP2025dn	CNCS475098	300	\$ 0.09	\$ 0.0130	\$ 25.71	\$ 3.90	1,300	\$ 0.40	\$ 0.130	522.56	169.00	\$ 548.27	\$ 172.90
Color Printer	HP	Color LaserJet CP2025dn	CNCS39235	100	\$ 0.09	\$ 0.0130	\$ 8.57	\$ 1.30	300	\$ 0.40	\$ 0.130	120.59	39.00	\$ 129.16	\$ 40.30
Color Printer	HP	Color LaserJet CP2025dn	CNCSB58030	300	\$ 0.09	\$ 0.0130	\$ 25.71	\$ 3.90	700	\$ 0.40	\$ 0.130	281.38	91.00	\$ 307.09	\$ 94.90
Color Printer	HP	Color LaserJet CP3525	CNCC8CD0HJ	100	\$ 0.07	\$ 0.0130	\$ 6.58	\$ 1.30	300	\$ 0.34	\$ 0.130	103.04	39.00	\$ 109.81	\$ 40.30
Color Printer	HP	Color LaserJet CP3525	CNCC8N1PS	25	\$ 0.07	\$ 0.0130	\$ 1.64	\$ 0.53	50	\$ 0.34	\$ 0.130	17.17	6.50	\$ 18.82	\$ 6.83
Color Printer	HP	Color LaserJet CP4005	JP4LB61565	600	\$ 0.07	\$ 0.0130	\$ 39.66	\$ 7.80	500	\$ 0.35	\$ 0.130	176.57	65.00	\$ 216.23	\$ 72.60
Color Printer	HP	Color LaserJet CP4005	JP4LB6735	100	\$ 0.07	\$ 0.0130	\$ 6.81	\$ 1.30	200	\$ 0.35	\$ 0.130	70.63	26.00	\$ 77.24	\$ 27.30
Color Printer	HP	Color LaserJet CP4005	JP4LB30011	300	\$ 0.07	\$ 0.0130	\$ 19.83	\$ 3.90	1,300	\$ 0.35	\$ 0.130	459.07	169.00	\$ 478.90	\$ 172.90
Color Printer	HP	Color LaserJet CP4005	JP4LC10588	300	\$ 0.07	\$ 0.0130	\$ 19.83	\$ 3.90	300	\$ 0.35	\$ 0.130	105.94	39.00	\$ 125.77	\$ 42.90
Color Printer	HP	Color LaserJet CP4005	JP8LD36022	50	\$ 0.07	\$ 0.0130	\$ 3.31	\$ 0.65	700	\$ 0.35	\$ 0.130	247.19	91.00	\$ 250.50	\$ 91.65
Color Printer	HP	Color LaserJet CP4005	JP4LB53190	500	\$ 0.07	\$ 0.0130	\$ 33.05	\$ 6.50	1,700	\$ 0.35	\$ 0.130	600.32	221.00	\$ 633.37	\$ 227.50

Category	Manufacturer	Model	Serial Number	Estimated Mono Average Monthly	Estimated Mono CPP	Fruth Group RFP Mono CPP	Estimated Mono Monthly Cost	Fruth Group RFP Estimated Mono Monthly Cost	Estimated Color Average Monthly	Estimated Color CPP	Fruth Group RFP Color CPP	Estimated Color Monthly Cost	Fruth Group RFP Estimated Color Monthly Cost	Estimated Total monthly Cost	Fruth Group RFP Estimated Total monthly Cost
Color Printer	HP	Color LaserJet CP4005	JP4LD08816	200	\$ 0.07	\$ 0.0130	\$ 13.22	\$ 2.60	200	\$ 0.35	\$ 0.130	70.63	26.00	\$ 83.85	\$ 28.60
Color Printer	HP	Color LaserJet CP4005	JP4LB5134	600	\$ 0.07	\$ 0.0130	\$ 39.66	\$ 7.80	900	\$ 0.35	\$ 0.130	317.82	117.00	\$ 357.48	\$ 124.80
Color Printer	HP	Color LaserJet CP4005	JP4LB46640	200	\$ 0.07	\$ 0.0130	\$ 13.22	\$ 2.60	600	\$ 0.35	\$ 0.130	211.88	78.00	\$ 225.10	\$ 80.60
Color Printer	HP	Color LaserJet CP4005	JP4LB62608	800	\$ 0.07	\$ 0.0130	\$ 52.88	\$ 10.40	1,100	\$ 0.35	\$ 0.130	388.44	143.00	\$ 441.32	\$ 153.40
Color Printer	HP	Color LaserJet CP4005	JP4LC262377	700	\$ 0.07	\$ 0.0130	\$ 46.27	\$ 9.10	2,600	\$ 0.35	\$ 0.130	918.14	338.00	\$ 344.26	\$ 347.10
Color Printer	HP	Color LaserJet CP4005	JP4LC25159	400	\$ 0.07	\$ 0.0130	\$ 26.44	\$ 5.20	900	\$ 0.35	\$ 0.130	317.82	117.00	\$ 344.26	\$ 122.20
Color Printer	HP	Color LaserJet CP4020 Series	JPDCG8BD2H2	700	\$ 0.05	\$ 0.0130	\$ 33.17	\$ 6.10	3,500	\$ 0.24	\$ 0.130	832.48	455.00	\$ 665.64	\$ 464.10
Color Printer	HP	Color LaserJet CP4020 Series	JPBCC9B0L7	25	\$ 0.05	\$ 0.0130	\$ 1.18	\$ 0.33	100	\$ 0.24	\$ 0.130	23.79	13.00	\$ 24.97	\$ 13.33
Color Printer	HP	Color LaserJet CP4020 Series	JPBCC9B0QF	25	\$ 0.05	\$ 0.0130	\$ 1.18	\$ 0.33	200	\$ 0.24	\$ 0.130	47.57	26.00	\$ 48.75	\$ 26.33
Color Printer	HP	Color LaserJet CP4020 Series	JPBCC8415B	600	\$ 0.05	\$ 0.0130	\$ 28.43	\$ 7.80	1,100	\$ 0.24	\$ 0.130	261.64	143.00	\$ 290.06	\$ 150.80
Color Printer	HP	Color LaserJet CP4520 Series	JPBCC8J167	100	\$ 0.05	\$ 0.0130	\$ 4.74	\$ 1.50	500	\$ 0.24	\$ 0.130	118.93	65.00	\$ 123.66	\$ 68.30
Color Printer	HP	Color LaserJet CP4520 Series	JPBCC8J167	50	\$ 0.05	\$ 0.0130	\$ 2.37	\$ 0.65	400	\$ 0.24	\$ 0.130	95.14	52.00	\$ 97.51	\$ 52.65
Color Printer	HP	Color LaserJet CP4520 Series	JPBCC9G0P2	200	\$ 0.05	\$ 0.0130	\$ 9.48	\$ 2.60	1,000	\$ 0.24	\$ 0.130	237.85	130.00	\$ 247.33	\$ 132.60
Color Printer	HP	Color LaserJet CP4520 Series	JPBCC9G32P	400	\$ 0.05	\$ 0.0130	\$ 18.95	\$ 5.20	1,700	\$ 0.24	\$ 0.130	404.35	221.00	\$ 423.30	\$ 226.20
Color Printer	HP	Color LaserJet CP5225n	CHBCC2J0L6	300	\$ 0.05	\$ 0.0130	\$ 15.74	\$ 3.90	2,700	\$ 0.32	\$ 0.130	860.63	351.00	\$ 876.36	\$ 364.90
Color Printer	HP	Color LaserJet CP5225n	CHBCC2J0MF	25	\$ 0.05	\$ 0.0130	\$ 1.31	\$ 0.33	100	\$ 0.32	\$ 0.130	31.88	13.00	\$ 33.19	\$ 13.33
Color Printer	HP	Color LaserJet CP6015	JPRCC9801V	300	\$ 0.04	\$ 0.0130	\$ 11.67	\$ 3.90	1,200	\$ 0.19	\$ 0.130	228.43	156.00	\$ 238.29	\$ 159.80
Color Printer	HP	LaserJet 400 color M451dn	CNDF223597	50	\$ 0.06	\$ 0.0130	\$ 4.58	\$ 0.65	400	\$ 0.42	\$ 0.130	169.56	52.00	\$ 174.15	\$ 52.65
Color Printer	HP	LaserJet 400 color M451dn	CNDF233274	200	\$ 0.06	\$ 0.0130	\$ 18.33	\$ 2.60	200	\$ 0.42	\$ 0.130	84.78	26.00	\$ 103.11	\$ 28.60
Color Printer	HP	LaserJet 400 color M451dn	CNDF350054	300	\$ 0.06	\$ 0.0130	\$ 27.49	\$ 3.90	1,000	\$ 0.42	\$ 0.130	423.91	130.00	\$ 451.40	\$ 133.90
Color Printer	HP	LaserJet 400 color M451dn	CNDF233276	25	\$ 0.06	\$ 0.0130	\$ 2.29	\$ 0.33	50	\$ 0.42	\$ 0.130	21.20	6.50	\$ 23.49	\$ 6.83
Color Printer	HP	LaserJet 400 color M451dn	CNDF366470	100	\$ 0.06	\$ 0.0130	\$ 9.16	\$ 1.30	25	\$ 0.42	\$ 0.130	10.60	3.23	\$ 12.89	\$ 3.58
Color Printer	HP	LaserJet 400 color M451dn	JPBQ10046	200	\$ 0.06	\$ 0.0130	\$ 18.33	\$ 2.60	600	\$ 0.42	\$ 0.130	254.35	78.00	\$ 263.51	\$ 79.30
Color Printer	HP	LaserJet 400 color M451dn	CNDF366472	100	\$ 0.06	\$ 0.0130	\$ 9.16	\$ 1.30	200	\$ 0.42	\$ 0.130	84.78	26.00	\$ 93.95	\$ 27.30
Color Printer	HP	LaserJet 400 color M451dn	CNDG149050	25	\$ 0.06	\$ 0.0130	\$ 2.29	\$ 0.33	200	\$ 0.42	\$ 0.130	84.78	26.00	\$ 87.07	\$ 26.33
Color Printer	HP	LaserJet 400 color M451dn	CNDG113317	25	\$ 0.06	\$ 0.0130	\$ 2.29	\$ 0.33	50	\$ 0.42	\$ 0.130	21.20	6.50	\$ 23.49	\$ 6.83
Color Printer	HP	LaserJet 400 color M451dn	CNDG208142	75	\$ 0.06	\$ 0.0130	\$ 6.87	\$ 0.96	200	\$ 0.42	\$ 0.130	84.78	26.00	\$ 91.65	\$ 26.98
Color Printer	HP	LaserJet 400 color M451dn	CNDG113341	600	\$ 0.06	\$ 0.0130	\$ 54.98	\$ 7.80	500	\$ 0.42	\$ 0.130	211.96	65.00	\$ 266.93	\$ 72.80
Color Printer	HP	LaserJet 400 color M451dn	CNDG141210	800	\$ 0.06	\$ 0.0130	\$ 73.30	\$ 10.40	50	\$ 0.42	\$ 0.130	21.20	6.50	\$ 94.50	\$ 16.90
Color Printer	HP	LaserJet 500 color M551	CNCCF4C0G5	5000	\$ 0.07	\$ 0.0130	\$ 327.25	\$ 65.00	900	\$ 0.33	\$ 0.130	300.82	117.00	\$ 628.07	\$ 182.00
Color Printer	HP	LaserJet 500 color M551	JPCCG410FX	900	\$ 0.07	\$ 0.0130	\$ 58.91	\$ 11.70	3,100	\$ 0.33	\$ 0.130	1036.14	403.00	\$ 1,095.05	\$ 414.70
Mono MFD	Sharp	AR-160	96308153	46	\$ 0.03	\$ 0.0090	\$ 1.61	\$ 0.41	0	\$ -	0.00	0.00	0.00	\$ 1.61	\$ 0.41
Mono MFD	Sharp	AR-162	16504821	94	\$ 0.01	\$ 0.0090	\$ 0.94	\$ 0.85	0	\$ -	0.00	0.00	0.00	\$ 0.94	\$ 0.85
Mono MFD	Sharp	AR-162S	26502464	1500	\$ 0.01	\$ 0.0090	\$ 15.00	\$ 13.50	0	\$ -	0.00	0.00	0.00	\$ 15.00	\$ 13.50
Mono MFD	Sharp	AR-162S	26504974	1500	\$ 0.01	\$ 0.0090	\$ 15.00	\$ 13.50	0	\$ -	0.00	0.00	0.00	\$ 15.00	\$ 13.50
Mono MFD	Sharp	AR-163	75069932	424	\$ 0.01	\$ 0.0090	\$ 4.24	\$ 3.82	0	\$ -	0.00	0.00	0.00	\$ 4.24	\$ 3.82
Mono MFD	SHARP	AR-208D		25	\$ 0.01	\$ 0.0090	\$ 0.25	\$ 0.23	0	\$ -	0.00	0.00	0.00	\$ 0.25	\$ 0.23
Mono MFD	Sharp	AR-208D	5010712	177	\$ 0.03	\$ 0.0090	\$ 4.96	\$ 1.59	0	\$ -	0.00	0.00	0.00	\$ 4.96	\$ 1.59
Mono MFD	Sharp	AR-208D	5031114	0	\$ 0.03	\$ 0.0090	\$ -	\$ -	0	\$ -	0.00	0.00	0.00	\$ -	\$ -
Mono MFD	Sharp	AR-208D	8505561	631	\$ 0.03	\$ 0.0090	\$ 17.67	\$ 5.68	0	\$ -	0.00	0.00	0.00	\$ 17.67	\$ 5.68
Mono MFD	Sharp	AR-208D	8505566	1512	\$ 0.03	\$ 0.0090	\$ 42.34	\$ 13.61	0	\$ -	0.00	0.00	0.00	\$ 42.34	\$ 13.61
Mono MFD	Sharp	AR-208D	95031318	75	\$ 0.03	\$ 0.0090	\$ 2.10	\$ 0.68	0	\$ -	0.00	0.00	0.00	\$ 2.10	\$ 0.68
Mono MFD	Sharp	AR-208D	1650970x	701	\$ 0.03	\$ 0.0090	\$ 19.63	\$ 6.31	0	\$ -	0.00	0.00	0.00	\$ 19.63	\$ 6.31
Mono MFD	Sharp	AR-208D	8505538x	167	\$ 0.03	\$ 0.0090	\$ 4.88	\$ 1.50	0	\$ -	0.00	0.00	0.00	\$ 4.88	\$ 1.50
Mono MFD	Sharp	AR-208D	8505558x	10	\$ 0.03	\$ 0.0090	\$ 0.26	\$ 0.09	0	\$ -	0.00	0.00	0.00	\$ 0.26	\$ 0.09
Mono MFD	Sharp	AR-208S	85074271	1	\$ 0.03	\$ 0.0090	\$ 0.03	\$ 0.01	0	\$ -	0.00	0.00	0.00	\$ 0.03	\$ 0.01
Mono MFD	Sharp	AR-208S	85084909	2223	\$ 0.03	\$ 0.0090	\$ 62.24	\$ 20.01	0	\$ -	0.00	0.00	0.00	\$ 62.24	\$ 20.01
Mono MFD	Sharp	AR-208S	95021684	0	\$ 0.03	\$ 0.0090	\$ -	\$ -	0	\$ -	0.00	0.00	0.00	\$ -	\$ -
Mono MFD	Sharp	AR-275	26500952	1335	\$ 0.01	\$ 0.0090	\$ 13.35	\$ 12.02	0	\$ -	0.00	0.00	0.00	\$ 13.35	\$ 12.02
Mono MFD	Sharp	AR-275	26507455	413	\$ 0.01	\$ 0.0090	\$ 4.13	\$ 3.72	0	\$ -	0.00	0.00	0.00	\$ 4.13	\$ 3.72
Mono MFD	Sharp	AR-275	36001054	257	\$ 0.01	\$ 0.0090	\$ 2.57	\$ 2.31	0	\$ -	0.00	0.00	0.00	\$ 2.57	\$ 2.31
Mono MFD	Sharp	AR-275	36001054	268	\$ 0.01	\$ 0.0090	\$ 2.68	\$ 2.41	0	\$ -	0.00	0.00	0.00	\$ 2.68	\$ 2.41
Mono MFD	Sharp	AR-M207 IMAGER	65100244	473	\$ 0.01	\$ 0.0090	\$ 5.68	\$ 4.26	0	\$ -	0.00	0.00	0.00	\$ 5.68	\$ 4.26
Mono MFD	Sharp	AR-M207 IMAGER	65100694	10	\$ 0.01	\$ 0.0090	\$ 0.12	\$ 0.09	0	\$ -	0.00	0.00	0.00	\$ 0.12	\$ 0.09
Mono MFD	Sharp	AR-M207 IMAGER	75048691	240	\$ 0.01	\$ 0.0090	\$ 2.88	\$ 2.16	0	\$ -	0.00	0.00	0.00	\$ 2.88	\$ 2.16
Mono MFD	Sharp	AR-M237	55014618	6170	\$ 0.01	\$ 0.0090	\$ 61.70	\$ 55.53	0	\$ -	0.00	0.00	0.00	\$ 61.70	\$ 55.53
Mono MFD	Sharp	AR-M237	65009356	196	\$ 0.01	\$ 0.0090	\$ 1.96	\$ 1.76	0	\$ -	0.00	0.00	0.00	\$ 1.96	\$ 1.76
Mono MFD	Sharp	AR-M237	65038725	1440	\$ 0.01	\$ 0.0090	\$ 14.40	\$ 12.96	0	\$ -	0.00	0.00	0.00	\$ 14.40	\$ 12.96
Mono MFD	Sharp	AR-M237	65051616	2042	\$ 0.01	\$ 0.0090	\$ 20.42	\$ 18.38	0	\$ -	0.00	0.00	0.00	\$ 20.42	\$ 18.38
Mono MFD	Sharp	AR-M237	3505849x	266	\$ 0.01	\$ 0.0090	\$ 2.66	\$ 2.39	0	\$ -	0.00	0.00	0.00	\$ 2.66	\$ 2.39
Mono MFD	SHARP	AR-M257	7506978Y00	2100	\$ 0.01	\$ 0.0090	\$ 21.00	\$ 18.90	0	\$ -	0.00	0.00	0.00	\$ 21.00	\$ 18.90
Mono MFD	SHARP	AR-M257	8504519300	3000	\$ 0.01	\$ 0.0090	\$ 30.00	\$ 27.00	0	\$ -	0.00	0.00	0.00	\$ 30.00	\$ 27.00

Category	Manufacturer	Model	Serial Number	Estimated Mono Average Monthly	Estimated Mono CPP	Fruth Group RFP Mono CPP	Estimated Mono Monthly Cost	Fruth Group RFP Estimated Mono Monthly Cost	Estimated Color Average Monthly	Estimated Color CPP	Fruth Group RFP Color CPP	Estimated Color Monthly Cost	Fruth Group RFP Estimated Color Monthly Cost	Estimated Total monthly Cost	Fruth Group RFP Estimated Total monthly Cost
Mono MFD	Sharp	AR-M257	75022854	1912	\$ 0.01	\$ 0.0090	\$ 19.12	\$ 17.21	0	\$ -		0.00	0.00	\$ 19.12	\$ 17.21
Mono MFD	Sharp	AR-M257	75046935	91	\$ 0.01	\$ 0.0090	\$ 0.91	\$ 0.82	0	\$ -		0.00	0.00	\$ 0.91	\$ 0.82
Mono MFD	Sharp	AR-M257	75069755	447	\$ 0.01	\$ 0.0090	\$ 4.47	\$ 4.02	0	\$ -		0.00	0.00	\$ 4.47	\$ 4.02
Mono MFD	Sharp	AR-M257	75070745	3	\$ 0.01	\$ 0.0090	\$ 0.03	\$ 0.03	0	\$ -		0.00	0.00	\$ 0.03	\$ 0.03
Mono MFD	Sharp	AR-M257	85045193	2825	\$ 0.01	\$ 0.0090	\$ 28.25	\$ 25.43	0	\$ -		0.00	0.00	\$ 28.25	\$ 25.43
Mono MFD	Sharp	AR-M257	85058655	4940	\$ 0.01	\$ 0.0090	\$ 49.40	\$ 44.46	0	\$ -		0.00	0.00	\$ 49.40	\$ 44.46
Mono MFD	Sharp	AR-M257	95038282	1739	\$ 0.01	\$ 0.0090	\$ 17.39	\$ 15.65	0	\$ -		0.00	0.00	\$ 17.39	\$ 15.65
Mono MFD	Sharp	AR-M257	95039662	1095	\$ 0.01	\$ 0.0090	\$ 10.95	\$ 9.86	0	\$ -		0.00	0.00	\$ 10.95	\$ 9.86
Mono MFD	Sharp	AR-M277	65018473	1414	\$ 0.01	\$ 0.0090	\$ 14.14	\$ 12.73	0	\$ -		0.00	0.00	\$ 14.14	\$ 12.73
Mono MFD	Sharp	AR-M317	75013265	929	\$ 0.01	\$ 0.0090	\$ 9.29	\$ 8.36	0	\$ -		0.00	0.00	\$ 9.29	\$ 8.36
Mono MFD	Sharp	AR-M317	75013995	390	\$ 0.01	\$ 0.0090	\$ 3.90	\$ 3.51	0	\$ -		0.00	0.00	\$ 3.90	\$ 3.51
Mono MFD	Sharp	AR-M317	75014425	363	\$ 0.01	\$ 0.0090	\$ 3.63	\$ 3.27	0	\$ -		0.00	0.00	\$ 3.63	\$ 3.27
Mono MFD	SHARP	AR-M350	4500991600	3400	\$ 0.01	\$ 0.0090	\$ 34.00	\$ 30.60	0	\$ -		0.00	0.00	\$ 34.00	\$ 30.60
Mono MFD	Sharp	AR-M350N+B IMAGER	45005038	1	\$ 0.01	\$ 0.0090	\$ 0.01	\$ 0.01	0	\$ -		0.00	0.00	\$ 0.01	\$ 0.01
Mono MFD	Sharp	AR-M350N+A IMAGER	45009916	2560	\$ 0.01	\$ 0.0090	\$ 25.60	\$ 23.04	0	\$ -		0.00	0.00	\$ 25.60	\$ 23.04
Mono MFD	Sharp	AR-M350U	55018847	23	\$ 0.01	\$ 0.0090	\$ 0.23	\$ 0.21	0	\$ -		0.00	0.00	\$ 0.23	\$ 0.21
Mono MFD	Sharp	AR-M350U	75018641	5615	\$ 0.01	\$ 0.0090	\$ 56.15	\$ 50.54	0	\$ -		0.00	0.00	\$ 56.15	\$ 50.54
Mono MFD	Sharp	AR-M350U	45029919	1341	\$ 0.01	\$ 0.0090	\$ 13.41	\$ 12.07	0	\$ -		0.00	0.00	\$ 13.41	\$ 12.07
Mono MFD	Sharp	AR-M355N IMAGER	55033819	2387	\$ 0.01	\$ 0.0090	\$ 23.87	\$ 21.48	0	\$ -		0.00	0.00	\$ 23.87	\$ 21.48
Mono MFD	Sharp	AR-M355U IMAGER	55018847	24	\$ 0.01	\$ 0.0090	\$ 0.24	\$ 0.22	0	\$ -		0.00	0.00	\$ 0.24	\$ 0.22
Mono MFD	Sharp	AR-M355U IMAGER	55018847	23	\$ 0.01	\$ 0.0090	\$ 0.23	\$ 0.21	0	\$ -		0.00	0.00	\$ 0.23	\$ 0.21
Mono MFD	Sharp	AR-M355U IMAGER	75018641	5615	\$ 0.01	\$ 0.0090	\$ 56.15	\$ 50.54	0	\$ -		0.00	0.00	\$ 56.15	\$ 50.54
Mono MFD	Sharp	AR-M450N	35063110	228	\$ 0.01	\$ 0.0090	\$ 2.28	\$ 2.05	0	\$ -		0.00	0.00	\$ 2.28	\$ 2.05
Mono MFD	Sharp	AR-M450N	45029551	411	\$ 0.01	\$ 0.0090	\$ 4.11	\$ 3.70	0	\$ -		0.00	0.00	\$ 4.11	\$ 3.70
Mono MFD	Sharp	AR-M450N+A IMAGER	45022964	0	\$ 0.01	\$ 0.0090	\$ -	\$ -	0	\$ -		0.00	0.00	\$ -	\$ -
Mono MFD	Sharp	AR-M450N+A IMAGER	45023004	208	\$ 0.01	\$ 0.0090	\$ 2.08	\$ 1.87	0	\$ -		0.00	0.00	\$ 2.08	\$ 1.87
Mono MFD	Sharp	AR-M450N+A IMAGER	45023234	3634	\$ 0.01	\$ 0.0090	\$ 36.34	\$ 32.71	0	\$ -		0.00	0.00	\$ 36.34	\$ 32.71
Mono MFD	Sharp	AR-M450N+A IMAGER	45023254	4862	\$ 0.01	\$ 0.0090	\$ 48.62	\$ 43.78	0	\$ -		0.00	0.00	\$ 48.62	\$ 43.78
Mono MFD	Sharp	AR-M450N+B IMAGER	4502304	3551	\$ 0.01	\$ 0.0090	\$ 35.51	\$ 31.96	0	\$ -		0.00	0.00	\$ 35.51	\$ 31.96
Mono MFD	Sharp	AR-M450N+B IMAGER	35028452	1149	\$ 0.01	\$ 0.0090	\$ 11.49	\$ 10.34	0	\$ -		0.00	0.00	\$ 11.49	\$ 10.34
Mono MFD	Sharp	AR-M450N+B IMAGER	35028452	1032	\$ 0.01	\$ 0.0090	\$ 10.32	\$ 9.29	0	\$ -		0.00	0.00	\$ 10.32	\$ 9.29
Mono MFD	Sharp	AR-M450N+B IMAGER	45022964	250	\$ 0.01	\$ 0.0090	\$ 2.50	\$ 2.25	0	\$ -		0.00	0.00	\$ 2.50	\$ 2.25
Mono MFD	Sharp	AR-M450N+B IMAGER	45023004	228	\$ 0.01	\$ 0.0090	\$ 2.28	\$ 2.05	0	\$ -		0.00	0.00	\$ 2.28	\$ 2.05
Mono MFD	Sharp	AR-M450N+B IMAGER	45023204	3839	\$ 0.01	\$ 0.0090	\$ 38.39	\$ 34.55	0	\$ -		0.00	0.00	\$ 38.39	\$ 34.55
Mono MFD	Sharp	AR-M450N+B IMAGER	45023234	3258	\$ 0.01	\$ 0.0090	\$ 32.58	\$ 29.32	0	\$ -		0.00	0.00	\$ 32.58	\$ 29.32
Mono MFD	SHARP	AR-M455N	5501248200	200	\$ 0.01	\$ 0.0090	\$ 2.00	\$ 1.80	0	\$ -		0.00	0.00	\$ 2.00	\$ 1.80
Mono MFD	Sharp	AR-M455N	55018665	1562	\$ 0.01	\$ 0.0090	\$ 15.62	\$ 14.05	0	\$ -		0.00	0.00	\$ 15.62	\$ 14.05
Mono MFD	Sharp	AR-M455N	55023834	342	\$ 0.01	\$ 0.0090	\$ 3.42	\$ 3.08	0	\$ -		0.00	0.00	\$ 3.42	\$ 3.08
Mono MFD	Sharp	AR-M455N	65036623	1616	\$ 0.01	\$ 0.0090	\$ 16.16	\$ 14.54	0	\$ -		0.00	0.00	\$ 16.16	\$ 14.54
Mono MFD	Sharp	AR-M455N	6506283x	1254	\$ 0.01	\$ 0.0090	\$ 12.54	\$ 11.29	0	\$ -		0.00	0.00	\$ 12.54	\$ 11.29
Mono MFD	Sharp	AR-M455U	65043608	93	\$ 0.01	\$ 0.0090	\$ 0.93	\$ 0.84	0	\$ -		0.00	0.00	\$ 0.93	\$ 0.84
Mono MFD	Sharp	AR-M455U	65043628	167	\$ 0.01	\$ 0.0090	\$ 1.67	\$ 1.50	0	\$ -		0.00	0.00	\$ 1.67	\$ 1.50
Mono MFD	Sharp	AR-M455U	65043628	167	\$ 0.01	\$ 0.0090	\$ 1.67	\$ 1.50	0	\$ -		0.00	0.00	\$ 1.67	\$ 1.50
Mono MFD	Sharp	AR-M455U	55013069	1363	\$ 0.01	\$ 0.0090	\$ 13.63	\$ 12.27	0	\$ -		0.00	0.00	\$ 13.63	\$ 12.27
Mono MFD	SHARP	AR-M550N	5500156800	14000	\$ 0.01	\$ 0.0090	\$ 140.00	\$ 128.00	0	\$ -		0.00	0.00	\$ 140.00	\$ 128.00
Mono MFD	SHARP	AR-M550N	4500172500	26300	\$ 0.01	\$ 0.0090	\$ 263.00	\$ 236.70	0	\$ -		0.00	0.00	\$ 263.00	\$ 236.70
Mono MFD	Sharp	AR-M550N	45001725	34351	\$ 0.01	\$ 0.0090	\$ 343.51	\$ 309.16	0	\$ -		0.00	0.00	\$ 343.51	\$ 309.16
Mono MFD	Sharp	AR-M550N	45009882	175	\$ 0.01	\$ 0.0090	\$ 1.75	\$ 1.58	0	\$ -		0.00	0.00	\$ 1.75	\$ 1.58
Mono MFD	Sharp	AR-M550N	45011920	10520	\$ 0.01	\$ 0.0090	\$ 105.20	\$ 94.66	0	\$ -		0.00	0.00	\$ 105.20	\$ 94.66
Mono MFD	Sharp	AR-M550N	55001566	12757	\$ 0.01	\$ 0.0090	\$ 127.57	\$ 114.81	0	\$ -		0.00	0.00	\$ 127.57	\$ 114.81
Mono MFD	Sharp	AR-M550N	65006492	5439	\$ 0.01	\$ 0.0090	\$ 54.39	\$ 48.95	0	\$ -		0.00	0.00	\$ 54.39	\$ 48.95
Mono MFD	Sharp	AR-M550N	65012102	1344	\$ 0.01	\$ 0.0090	\$ 13.44	\$ 12.10	0	\$ -		0.00	0.00	\$ 13.44	\$ 12.10
Mono MFD	SHARP	AR-M620N	5500394800	1500	\$ 0.01	\$ 0.0090	\$ 15.00	\$ 13.50	0	\$ -		0.00	0.00	\$ 15.00	\$ 13.50
Mono MFD	SHARP	AR-M620N	5500192700	4100	\$ 0.01	\$ 0.0090	\$ 41.00	\$ 36.90	0	\$ -		0.00	0.00	\$ 41.00	\$ 36.90
Mono MFD	Sharp	AR-M620N	55001927	3555	\$ 0.01	\$ 0.0090	\$ 35.55	\$ 32.00	0	\$ -		0.00	0.00	\$ 35.55	\$ 32.00
Mono MFD	Sharp	AR-M620N	55003948	4109	\$ 0.01	\$ 0.0090	\$ 41.09	\$ 36.98	0	\$ -		0.00	0.00	\$ 41.09	\$ 36.98
Mono MFD	Sharp	AR-M620U	45007792	1461	\$ 0.01	\$ 0.0090	\$ 14.61	\$ 13.15	0	\$ -		0.00	0.00	\$ 14.61	\$ 13.15
Mono MFD	Sharp	AR-M620U	55004795	4051	\$ 0.01	\$ 0.0090	\$ 40.51	\$ 36.46	0	\$ -		0.00	0.00	\$ 40.51	\$ 36.46
Mono MFD	SHARP	AR-M700N	6500424700	1100	\$ 0.01	\$ 0.0090	\$ 11.00	\$ 9.90	0	\$ -		0.00	0.00	\$ 11.00	\$ 9.90
Mono MFD	Sharp	AR-M700U	45008483	1620	\$ 0.01	\$ 0.0090	\$ 16.20	\$ 14.58	0	\$ -		0.00	0.00	\$ 16.20	\$ 14.58
Mono MFD	Sharp	AR-M700U	55011137	1528	\$ 0.01	\$ 0.0090	\$ 15.28	\$ 13.75	0	\$ -		0.00	0.00	\$ 15.28	\$ 13.75
Mono MFD	Sharp	AR-M700U	65004247	1172	\$ 0.01	\$ 0.0090	\$ 11.72	\$ 10.55	0	\$ -		0.00	0.00	\$ 11.72	\$ 10.55
Mono MFD	SHARP	AR-P450	5600104800	400	\$ 0.01	\$ 0.0090	\$ 4.00	\$ 3.60	0	\$ -		0.00	0.00	\$ 4.00	\$ 3.60

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Mono MFD	Sharp	AR-P450B	56001048	679	\$ 0.01	\$ 0.0090	\$ 6.79	\$ 6.11	0	\$ -		0.00	0.00	\$ 6.79	\$ 6.11
Mono MFD	Sharp	MX-2600N	85080196	121	\$ 0.01	\$ 0.0090	\$ 1.45	\$ 1.09	0	\$ -		0.00	0.00	\$ 1.45	\$ 1.09
Mono MFD	SHARP	MX-B201D	25015765	200	\$ 0.02	\$ 0.0090	\$ 4.40	\$ 1.80				0.00	0.00	\$ 4.40	\$ 1.80
Mono MFD	SHARP	MX-B402SC	3503667100	900	\$ 0.01	\$ 0.0090	\$ 9.00	\$ 8.10				0.00	0.00	\$ 9.00	\$ 8.10
Mono MFD	SHARP	MX-M283N	9501265X00	1100	\$ 0.01	\$ 0.0090	\$ 7.48	\$ 9.90				0.00	0.00	\$ 7.48	\$ 9.90
Mono MFD	SHARP	MX-M283N		25	\$ 0.01	\$ 0.0090	\$ 0.17	\$ 0.23				0.00	0.00	\$ 0.17	\$ 0.23
Mono MFD	SHARP	MX-M283N	0504404700	300	\$ 0.01	\$ 0.0090	\$ 2.04	\$ 2.70				0.00	0.00	\$ 2.04	\$ 2.70
Mono MFD	SHARP	MX-M283N	0500094100	900	\$ 0.01	\$ 0.0090	\$ 6.12	\$ 8.10				0.00	0.00	\$ 6.12	\$ 8.10
Mono MFD	SHARP	MX-M283N	0501906300	2000	\$ 0.01	\$ 0.0090	\$ 13.60	\$ 18.00				0.00	0.00	\$ 13.60	\$ 18.00
Mono MFD	SHARP	MX-M283N	9502430000	7500	\$ 0.01	\$ 0.0090	\$ 51.00	\$ 67.50				0.00	0.00	\$ 51.00	\$ 67.50
Mono MFD	SHARP	MX-M310	9505329800	1900	\$ 0.01	\$ 0.0090	\$ 22.80	\$ 17.10				0.00	0.00	\$ 22.80	\$ 17.10
Mono MFD	SHARP	MX-M350N	7505753300	2500	\$ 0.01	\$ 0.0090	\$ 25.00	\$ 22.50				0.00	0.00	\$ 25.00	\$ 22.50
Mono MFD	SHARP	MX-M350N	8503977200	2700	\$ 0.01	\$ 0.0090	\$ 27.00	\$ 24.30				0.00	0.00	\$ 27.00	\$ 24.30
Mono MFD	SHARP	MX-M363N	0502125Y00	3000	\$ 0.01	\$ 0.0090	\$ 20.40	\$ 27.00				0.00	0.00	\$ 20.40	\$ 27.00
Mono MFD	SHARP	MX-M363N	0500288200	1100	\$ 0.01	\$ 0.0090	\$ 7.48	\$ 9.90				0.00	0.00	\$ 7.48	\$ 9.90
Mono MFD	SHARP	MX-M363N	3502970100	1600	\$ 0.01	\$ 0.0090	\$ 10.88	\$ 14.40				0.00	0.00	\$ 10.88	\$ 14.40
Mono MFD	SHARP	MX-M363N	2501976400	1400	\$ 0.01	\$ 0.0090	\$ 9.52	\$ 12.60				0.00	0.00	\$ 9.52	\$ 12.60
Mono MFD	Sharp	MX-M363N	15032072	2167	\$ 0.01	\$ 0.0090	\$ 14.74	\$ 19.60	0	\$ -		0.00	0.00	\$ 14.74	\$ 19.60
Mono MFD	Sharp	MX-M363N	25001581	4266	\$ 0.01	\$ 0.0090	\$ 29.01	\$ 38.99	0	\$ -		0.00	0.00	\$ 29.01	\$ 38.99
Mono MFD	Sharp	MX-M450U	45023254	4416	\$ 0.01	\$ 0.0090	\$ 44.16	\$ 39.74	0	\$ -		0.00	0.00	\$ 44.16	\$ 39.74
Mono MFD	SHARP	MX-M453N	3503510100	10900	\$ 0.01	\$ 0.0090	\$ 63.22	\$ 98.10				0.00	0.00	\$ 63.22	\$ 98.10
Mono MFD	SHARP	MX-M453N	0503006000	500		\$ 0.0090	\$ -	\$ 4.50			0.00	0.00	\$ -	\$ 4.50	
Mono MFD	SHARP	MX-M453N	7000	\$ 0.01	\$ 0.0090	\$ 40.60	\$ 63.00				0.00	0.00	\$ 40.60	\$ 63.00	
Mono MFD	SHARP	MX-M453N	9500893700	3600	\$ 0.01	\$ 0.0090	\$ 20.88	\$ 32.40				0.00	0.00	\$ 20.88	\$ 32.40
Mono MFD	SHARP	MX-M503N	2504158500	4100	\$ 0.01	\$ 0.0090	\$ 23.78	\$ 36.90				0.00	0.00	\$ 23.78	\$ 36.90
Mono MFD	Sharp	MX-M503N	95010214	4714	\$ 0.01	\$ 0.0090	\$ 27.34	\$ 42.43				0.00	0.00	\$ 27.34	\$ 42.43
Mono MFD	SHARP	MX-M620U	8500520100	800	\$ 0.01	\$ 0.0090	\$ 5.36	\$ 7.20				0.00	0.00	\$ 5.36	\$ 7.20
Mono MFD	SHARP	MX-M700N	7500864100	11800	\$ 0.01	\$ 0.0090	\$ 79.06	\$ 106.20				0.00	0.00	\$ 79.06	\$ 106.20
Mono MFD	SHARP	MX-M753N	1500447900	23600	\$ 0.01	\$ 0.0090	\$ 129.80	\$ 212.40				0.00	0.00	\$ 129.80	\$ 212.40
Mono MFD	HP	LaserJet 3390	CHRJR11516	300	\$ 0.10	\$ 0.0090	\$ 29.66	\$ 2.70				0.00	0.00	\$ 29.66	\$ 2.70
Mono MFD	HP	LaserJet 400 MFD M425dn	CND8F4V57W	200	\$ 0.04	\$ 0.0090	\$ 8.95	\$ 1.80				0.00	0.00	\$ 8.95	\$ 1.80
Mono MFD	HP	LaserJet Pro MFD M127fn	CNB9G0601K	1500	\$ 0.10	\$ 0.0090	\$ 153.57	\$ 13.50				0.00	0.00	\$ 153.57	\$ 13.50
Mono Printer	DELL	2350dn Laser Printer	721X2X6-86-13	1900	\$ 0.08	\$ 0.0130	\$ 150.92	\$ 24.70				0.00	0.00	\$ 150.92	\$ 24.70
Mono Printer	DELL	3335dn Laser MFD	35D0H20-89-13	350	\$ 0.04	\$ 0.0130	\$ 12.90	\$ 4.55				0.00	0.00	\$ 12.90	\$ 4.55
Mono Printer	HP	LaserJet 2300 series		50	\$ 0.07	\$ 0.0130	\$ 3.44	\$ 0.65				0.00	0.00	\$ 3.44	\$ 0.65
Mono Printer	HP	LaserJet 2300 series	CNBCB18877	50	\$ 0.07	\$ 0.0130	\$ 3.44	\$ 0.65				0.00	0.00	\$ 3.44	\$ 0.65
Mono Printer	HP	LaserJet 400 M401dne	JPGFH17468	3600	\$ 0.09	\$ 0.0130	\$ 332.78	\$ 46.80				0.00	0.00	\$ 332.78	\$ 46.80
Mono Printer	HP	LaserJet 400 M401dne	JPGFH17470	2300	\$ 0.09	\$ 0.0130	\$ 212.61	\$ 29.90				0.00	0.00	\$ 212.61	\$ 29.90
Mono Printer	HP	LaserJet 400 M401dne	JPGFH15638	800	\$ 0.09	\$ 0.0130	\$ 73.95	\$ 10.40				0.00	0.00	\$ 73.95	\$ 10.40
Mono Printer	HP	LaserJet 400 M401dne	PHGFG14465	300	\$ 0.09	\$ 0.0130	\$ 27.73	\$ 3.90				0.00	0.00	\$ 27.73	\$ 3.90
Mono Printer	HP	LaserJet 400 M401dne	VNG4805144	300	\$ 0.09	\$ 0.0130	\$ 27.73	\$ 3.90				0.00	0.00	\$ 27.73	\$ 3.90
Mono Printer	HP	LaserJet 400 M401dne	VNG4805131	100	\$ 0.09	\$ 0.0130	\$ 9.24	\$ 1.30				0.00	0.00	\$ 9.24	\$ 1.30
Mono Printer	HP	LaserJet 400 M401dne	JPGFH17478	300	\$ 0.09	\$ 0.0130	\$ 27.73	\$ 3.90				0.00	0.00	\$ 27.73	\$ 3.90
Mono Printer	HP	LaserJet 400 M401dne	PHGFD19058	2000	\$ 0.09	\$ 0.0130	\$ 184.88	\$ 26.00				0.00	0.00	\$ 184.88	\$ 26.00
Mono Printer	HP	LaserJet 400 M401n	CNGXB46749	1500	\$ 0.09	\$ 0.0130	\$ 138.66	\$ 19.50				0.00	0.00	\$ 138.66	\$ 19.50
Mono Printer	HP	LaserJet 400 M401n	PHGDG11585	900	\$ 0.09	\$ 0.0130	\$ 83.20	\$ 11.70				0.00	0.00	\$ 83.20	\$ 11.70
Mono Printer	HP	LaserJet 400 M401n	PHGDG11588	2700	\$ 0.09	\$ 0.0130	\$ 249.59	\$ 35.10				0.00	0.00	\$ 249.59	\$ 35.10
Mono Printer	HP	LaserJet 400 M401n	PHGDC72173	900	\$ 0.09	\$ 0.0130	\$ 83.20	\$ 11.70				0.00	0.00	\$ 83.20	\$ 11.70
Mono Printer	HP	LaserJet 400 M401n	VNG3R23824	600	\$ 0.09	\$ 0.0130	\$ 55.46	\$ 7.80				0.00	0.00	\$ 55.46	\$ 7.80
Mono Printer	HP	LaserJet 400 M401n	PHGDC40674	2300	\$ 0.09	\$ 0.0130	\$ 212.61	\$ 29.90				0.00	0.00	\$ 212.61	\$ 29.90
Mono Printer	HP	LaserJet 400 M401n		2100	\$ 0.09	\$ 0.0130	\$ 194.12	\$ 27.30				0.00	0.00	\$ 194.12	\$ 27.30
Mono Printer	HP	LaserJet 400 M401n	PHGDD52755	4800	\$ 0.09	\$ 0.0130	\$ 443.71	\$ 62.40				0.00	0.00	\$ 443.71	\$ 62.40
Mono Printer	HP	LaserJet 4000 Series	USMB298588	25	\$ 0.04	\$ 0.0130	\$ 1.12	\$ 0.33				0.00	0.00	\$ 1.12	\$ 0.33
Mono Printer	HP	LaserJet 4000 Series	USSC013769	500	\$ 0.04	\$ 0.0130	\$ 22.37	\$ 6.60				0.00	0.00	\$ 22.37	\$ 6.60
Mono Printer	HP	LaserJet 4050 Series	USQF053030	700	\$ 0.04	\$ 0.0130	\$ 31.31	\$ 9.10				0.00	0.00	\$ 31.31	\$ 9.10
Mono Printer	HP	LaserJet 4050 Series	USBC076386	50	\$ 0.04	\$ 0.0130	\$ 2.24	\$ 0.65				0.00	0.00	\$ 2.24	\$ 0.65
Mono Printer	HP	LaserJet 4050 Series	USBQ303751	200	\$ 0.04	\$ 0.0130	\$ 8.95	\$ 2.60				0.00	0.00	\$ 8.95	\$ 2.60
Mono Printer	HP	LaserJet 4050 Series	USBC069682	50	\$ 0.04	\$ 0.0130	\$ 2.24	\$ 0.65				0.00	0.00	\$ 2.24	\$ 0.65
Mono Printer	HP	LaserJet 4050 Series	USQX124450	25	\$ 0.04	\$ 0.0130	\$ 1.12	\$ 0.33				0.00	0.00	\$ 1.12	\$ 0.33
Mono Printer	HP	LaserJet 4100 Series	USBBH01572	75	\$ 0.05	\$ 0.0130	\$ 3.45	\$ 0.98				0.00	0.00	\$ 3.45	\$ 0.98
Mono Printer	HP	LaserJet 4200	USGNX65406	3100	\$ 0.04	\$ 0.0130	\$ 119.66	\$ 40.30				0.00	0.00	\$ 119.66	\$ 40.30
Mono Printer	HP	LaserJet 4200	USBNL01426		\$ 0.04	\$ 0.0130	\$ -	\$ -				0.00	0.00	\$ -	\$ -
Mono Printer	HP	LaserJet 4200	CNBX309912	1500	\$ 0.04	\$ 0.0130	\$ 57.90	\$ 19.50				0.00	0.00	\$ 57.90	\$ 19.50

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Mono Printer	HP	LaserJet 4200	USGNP49862	100	\$ 0.04	\$ 0.0130	\$ 3.86	\$ 1.30				0.00	0.00	\$ 3.86	\$ 1.30
Mono Printer	HP	LaserJet 4240	CNGXH14530	50	\$ 0.05	\$ 0.0130	\$ 2.32	\$ 0.65				0.00	0.00	\$ 2.32	\$ 0.65
Mono Printer	HP	LaserJet 4240	CNRXK80315	25	\$ 0.05	\$ 0.0130	\$ 1.16	\$ 0.33				0.00	0.00	\$ 1.16	\$ 0.33
Mono Printer	HP	LaserJet 4240	CNRXK80342	2000	\$ 0.05	\$ 0.0130	\$ 92.78	\$ 26.00				0.00	0.00	\$ 92.78	\$ 26.00
Mono Printer	HP	LaserJet 4240	CNRXL87258	800	\$ 0.05	\$ 0.0130	\$ 37.11	\$ 10.40				0.00	0.00	\$ 37.11	\$ 10.40
Mono Printer	HP	LaserJet 4250	CNGXB05239	500	\$ 0.05	\$ 0.0130	\$ 23.20	\$ 6.50				0.00	0.00	\$ 23.20	\$ 6.50
Mono Printer	HP	LaserJet 4250	CNGXJ35132	2500	\$ 0.05	\$ 0.0130	\$ 115.98	\$ 32.50				0.00	0.00	\$ 115.98	\$ 32.50
Mono Printer	HP	LaserJet 4250	CNGXB46748	2800	\$ 0.05	\$ 0.0130	\$ 129.89	\$ 36.40				0.00	0.00	\$ 129.89	\$ 36.40
Mono Printer	HP	LaserJet 4250	CNGXC53609	500	\$ 0.05	\$ 0.0130	\$ 23.20	\$ 6.50				0.00	0.00	\$ 23.20	\$ 6.50
Mono Printer	HP	LaserJet 4250	CNGXC42449	2000	\$ 0.05	\$ 0.0130	\$ 92.78	\$ 26.00				0.00	0.00	\$ 92.78	\$ 26.00
Mono Printer	HP	LaserJet 4250	CNGXD66806	600	\$ 0.05	\$ 0.0130	\$ 27.83	\$ 7.60				0.00	0.00	\$ 27.83	\$ 7.60
Mono Printer	HP	LaserJet 4250	CNGXH36121	25	\$ 0.05	\$ 0.0130	\$ 1.16	\$ 0.33				0.00	0.00	\$ 1.16	\$ 0.33
Mono Printer	HP	LaserJet 4250	CNGXB77207	2000	\$ 0.05	\$ 0.0130	\$ 92.78	\$ 26.00				0.00	0.00	\$ 92.78	\$ 26.00
Mono Printer	HP	LaserJet 4250		25	\$ 0.05	\$ 0.0130	\$ 1.16	\$ 0.33				0.00	0.00	\$ 1.16	\$ 0.33
Mono Printer	HP	LaserJet 4250	CNGXD66808	25	\$ 0.05	\$ 0.0130	\$ 1.16	\$ 0.33				0.00	0.00	\$ 1.16	\$ 0.33
Mono Printer	HP	LaserJet 4250	CNRXO08503	1900	\$ 0.05	\$ 0.0130	\$ 88.14	\$ 24.70				0.00	0.00	\$ 88.14	\$ 24.70
Mono Printer	HP	LaserJet 4250	CNGXH36120	500	\$ 0.05	\$ 0.0130	\$ 23.20	\$ 6.50				0.00	0.00	\$ 23.20	\$ 6.50
Mono Printer	HP	LaserJet 4250	CNRXY01805	50	\$ 0.05	\$ 0.0130	\$ 2.32	\$ 0.65				0.00	0.00	\$ 2.32	\$ 0.65
Mono Printer	HP	LaserJet 4250	CNRXK39610	25	\$ 0.05	\$ 0.0130	\$ 1.16	\$ 0.33				0.00	0.00	\$ 1.16	\$ 0.33
Mono Printer	HP	LaserJet 4250	CNRXL28480	100	\$ 0.05	\$ 0.0130	\$ 4.64	\$ 1.30				0.00	0.00	\$ 4.64	\$ 1.30
Mono Printer	HP	LaserJet 4250	CNXXJ59254	25	\$ 0.05	\$ 0.0130	\$ 1.16	\$ 0.33				0.00	0.00	\$ 1.16	\$ 0.33
Mono Printer	HP	LaserJet 4250	CNDXD13441	400	\$ 0.05	\$ 0.0130	\$ 18.56	\$ 5.20				0.00	0.00	\$ 18.56	\$ 5.20
Mono Printer	HP	LaserJet 4250	CNRXB84066	50	\$ 0.05	\$ 0.0130	\$ 2.32	\$ 0.65				0.00	0.00	\$ 2.32	\$ 0.65
Mono Printer	HP	LaserJet 4250	CNRXL76157	500	\$ 0.05	\$ 0.0130	\$ 23.20	\$ 6.50				0.00	0.00	\$ 23.20	\$ 6.50
Mono Printer	HP	LaserJet 4250	CNGXD09131	1700	\$ 0.05	\$ 0.0130	\$ 78.86	\$ 22.10				0.00	0.00	\$ 78.86	\$ 22.10
Mono Printer	HP	LaserJet 4250	CNGXD48099	25	\$ 0.05	\$ 0.0130	\$ 1.16	\$ 0.33				0.00	0.00	\$ 1.16	\$ 0.33
Mono Printer	HP	LaserJet 4250	CNGXF50382	25	\$ 0.05	\$ 0.0130	\$ 1.16	\$ 0.33				0.00	0.00	\$ 1.16	\$ 0.33
Mono Printer	HP	LaserJet 4250	CNRXK23345	75	\$ 0.05	\$ 0.0130	\$ 3.48	\$ 0.98				0.00	0.00	\$ 3.48	\$ 0.98
Mono Printer	HP	LaserJet 4250	CNRXK67118	200	\$ 0.05	\$ 0.0130	\$ 9.28	\$ 2.60				0.00	0.00	\$ 9.28	\$ 2.60
Mono Printer	HP	LaserJet 4250	CNGXH36825	600	\$ 0.05	\$ 0.0130	\$ 27.83	\$ 7.60				0.00	0.00	\$ 27.83	\$ 7.60
Mono Printer	HP	LaserJet 4250	CNRXO08623	600	\$ 0.05	\$ 0.0130	\$ 27.83	\$ 7.60				0.00	0.00	\$ 27.83	\$ 7.60
Mono Printer	HP	LaserJet 4250	CNGXB11715	800	\$ 0.05	\$ 0.0130	\$ 37.11	\$ 10.40				0.00	0.00	\$ 37.11	\$ 10.40
Mono Printer	HP	LaserJet 4250	CNGXK12628	1300	\$ 0.05	\$ 0.0130	\$ 60.31	\$ 16.90				0.00	0.00	\$ 60.31	\$ 16.90
Mono Printer	HP	LaserJet 4250	CNGXD65600	1600	\$ 0.05	\$ 0.0130	\$ 74.22	\$ 20.80				0.00	0.00	\$ 74.22	\$ 20.80
Mono Printer	HP	LaserJet 4250	CNRXO02559	500	\$ 0.05	\$ 0.0130	\$ 23.20	\$ 6.50				0.00	0.00	\$ 23.20	\$ 6.50
Mono Printer	HP	LaserJet 4300	CNGY411120	700	\$ 0.04	\$ 0.0130	\$ 24.84	\$ 9.10				0.00	0.00	\$ 24.84	\$ 9.10
Mono Printer	HP	LaserJet 4300	CNDY405670	1800	\$ 0.04	\$ 0.0130	\$ 63.88	\$ 23.40				0.00	0.00	\$ 63.88	\$ 23.40
Mono Printer	HP	LaserJet 4300	JPDGD00167	700	\$ 0.04	\$ 0.0130	\$ 24.84	\$ 9.10				0.00	0.00	\$ 24.84	\$ 9.10
Mono Printer	HP	LaserJet 4350		100	\$ 0.04	\$ 0.0130	\$ 3.55	\$ 1.30				0.00	0.00	\$ 3.55	\$ 1.30
Mono Printer	HP	LaserJet 4350	USBXP19957	200	\$ 0.04	\$ 0.0130	\$ 7.10	\$ 2.60				0.00	0.00	\$ 7.10	\$ 2.60
Mono Printer	HP	LaserJet 4350	USBXN17106	1200	\$ 0.04	\$ 0.0130	\$ 42.59	\$ 15.60				0.00	0.00	\$ 42.59	\$ 15.60
Mono Printer	HP	LaserJet 5	S4801F9R1A	75	\$ 0.05	\$ 0.0130	\$ 3.86	\$ 0.98				0.00	0.00	\$ 3.86	\$ 0.98
Mono Printer	HP	LaserJet 5100 Series	CNGN149889	1100	\$ 0.06	\$ 0.0130	\$ 65.38	\$ 14.30				0.00	0.00	\$ 65.38	\$ 14.30
Mono Printer	HP	LaserJet 5100 Series	CNGN129959	100	\$ 0.06	\$ 0.0130	\$ 5.94	\$ 1.30				0.00	0.00	\$ 5.94	\$ 1.30
Mono Printer	HP	LaserJet 5200	CNBX13539	25	\$ 0.04	\$ 0.0130	\$ 1.04	\$ 0.33				0.00	0.00	\$ 1.04	\$ 0.33
Mono Printer	HP	LaserJet 5200	CNGXB30371	700	\$ 0.04	\$ 0.0130	\$ 29.12	\$ 9.10				0.00	0.00	\$ 29.12	\$ 9.10
Mono Printer	HP	LaserJet 600 M802	CNCCF301ML	2400	\$ 0.04	\$ 0.0130	\$ 104.11	\$ 31.20				0.00	0.00	\$ 104.11	\$ 31.20
Mono Printer	HP	LaserJet 600 M802	CNCCF4G1XN	800	\$ 0.04	\$ 0.0130	\$ 34.70	\$ 10.40				0.00	0.00	\$ 34.70	\$ 10.40
Mono Printer	HP	LaserJet 600 M802	CNCCF30195	2100	\$ 0.04	\$ 0.0130	\$ 91.10	\$ 27.30				0.00	0.00	\$ 91.10	\$ 27.30
Mono Printer	HP	LaserJet 600 M802	CNDCGC61FG	3400	\$ 0.04	\$ 0.0130	\$ 147.49	\$ 44.20				0.00	0.00	\$ 147.49	\$ 44.20
Mono Printer	HP	LaserJet 600 M802	CNBDL7L37Q	100	\$ 0.04	\$ 0.0130	\$ 4.34	\$ 1.30				0.00	0.00	\$ 4.34	\$ 1.30
Mono Printer	HP	LaserJet 600 M802	CNCCF4G1Y3	900	\$ 0.04	\$ 0.0130	\$ 39.04	\$ 11.70				0.00	0.00	\$ 39.04	\$ 11.70
Mono Printer	HP	LaserJet 600 M802	CNBDL7M12Z	300	\$ 0.04	\$ 0.0130	\$ 13.01	\$ 3.90				0.00	0.00	\$ 13.01	\$ 3.90
Mono Printer	HP	LaserJet 600 M802	CNBDL7M1YY	6400	\$ 0.04	\$ 0.0130	\$ 277.63	\$ 83.20				0.00	0.00	\$ 277.63	\$ 83.20
Mono Printer	HP	LaserJet 600 M803	CNCCFCS13V	2500	\$ 0.04	\$ 0.0130	\$ 108.45	\$ 32.50				0.00	0.00	\$ 108.45	\$ 32.50
Mono Printer	HP	LaserJet 600 M803	CNCCF8813M	1700	\$ 0.04	\$ 0.0130	\$ 73.75	\$ 22.10				0.00	0.00	\$ 73.75	\$ 22.10
Mono Printer	HP	LaserJet 700 M712	CNBCF441T3	800	\$ 0.05	\$ 0.0130	\$ 39.36	\$ 10.40				0.00	0.00	\$ 39.36	\$ 10.40
Mono Printer	HP	LaserJet 8000 Series	USDD019382	700	\$ 0.03	\$ 0.0130	\$ 24.24	\$ 9.10				0.00	0.00	\$ 24.24	\$ 9.10
Mono Printer	HP	LaserJet P1505n	VND3C14960	300	\$ 0.10	\$ 0.0130	\$ 28.80	\$ 3.90				0.00	0.00	\$ 28.80	\$ 3.90
Mono Printer	HP	LaserJet P3010 Series	VNBCB5K2DS	200	\$ 0.06	\$ 0.0130	\$ 11.84	\$ 2.60				0.00	0.00	\$ 11.84	\$ 2.60
Mono Printer	HP	LaserJet P3010 Series	VNB3S04732	3100	\$ 0.06	\$ 0.0130	\$ 183.52	\$ 40.30				0.00	0.00	\$ 183.52	\$ 40.30
Mono Printer	HP	LaserJet P4014	CNDX202970	300	\$ 0.04	\$ 0.0130	\$ 12.67	\$ 3.90				0.00	0.00	\$ 12.67	\$ 3.90
Mono Printer	HP	LaserJet P4014	JPDF035062	900	\$ 0.04	\$ 0.0130	\$ 38.02	\$ 11.70				0.00	0.00	\$ 38.02	\$ 11.70



Category	Manufacturer	Model	Serial Number	Estimated Mono Average Monthly	Estimated Mono CPP	Fruth Group RFP Mono CPP	Estimated Mono Monthly Cost	Fruth Group RFP Estimated Mono Monthly Cost	Estimated Color Average Monthly	Estimated Color CPP	Fruth Group RFP Color CPP	Estimated Color Monthly Cost	Fruth Group RFP Estimated Color Monthly Cost	Estimated Total monthly Cost	Fruth Group RFP Estimated Total monthly Cost
														121,603	
														182,051	
														\$ 0.02348	
														\$ 0.19207	
														\$ 0.01020	
														\$ 0.09799	

Fruth Group

# Attachment B

Response Form 1: Capacity and Method 2.14



MPS ADD, MOVE OR REMOVE FROM CONTRACT REQUEST

Customer		Contract Number	
Location Name & Address		Key Contact & Phone Number	

ADD TO CONTRACT

Date:

Equipment ID Number	Make and Model	Serial Number	Location	Start Read B/W	Start Read Color
MOVE LOCATION OR REMOVE FROM CONTRACT					
Equipment ID Number	Make and Model	Serial Number	Location	Final Read B/W	Final Read Color

**Live Report : FRUTH GROUP, INC., THE**

D-U-N-S® Number: 12-818-3543

Trade Names: DIGITAL BUSINESS SYSTEMS

Endorsement/Billing Reference: nohejls@dnb.com

D&B Address	
<b>Address</b> 4960 E Beverly Rd Phoenix, AZ, US - 85044	<b>Location Type</b> Headquarters
<b>Phone</b> 602 414-9600	<b>Web</b> www.teamdaz.com
<b>Fax</b>	

<b>Endorsement :</b> nohejls@dnb.com
--------------------------------------

**Company Summary**

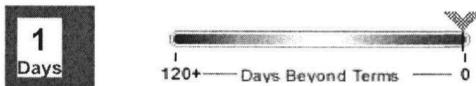
Currency: Shown in USD unless otherwise indicated

**Score Bar**

PAYDEX®		Paying 5 days past due
Commercial Credit Score Percentile		Low to Moderate Risk of severe payment delinquency.
Financial Stress Score National Percentile		Moderate Risk of severe financial stress.
D&B Viability Rating		<a href="#">View More Details</a>
Bankruptcy Found	<input checked="" type="radio"/> No	
D&B Rating	<b>1R3</b>	1R indicates 10 or more Employees, Credit appraisal of 3 is fair

**Detailed Trade Risk Insight™**

Days Beyond Terms Past 3 Months



Dollar-weighted average of 19 payment experiences reported from 19 Companies

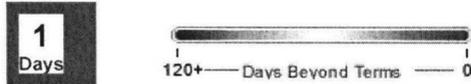
**Recent Derogatory Events**

	Aug-15	Sep-15	Oct-15
Placed for Collection	-	-	-
Bad Debt Written Off	-	-	-

Total Amount Current &amp; Past Due - 13 Month Trend

## Detailed Trade Risk Insight™

### Days Beyond Terms Past 3 Months

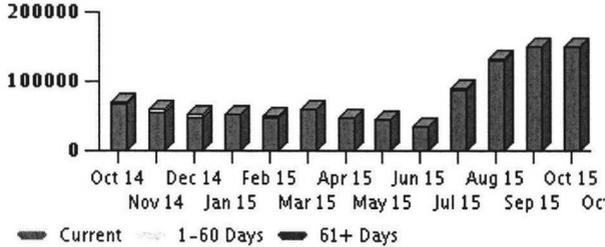


Dollar-weighted average of 19 payment experiences reported from 19 Companies

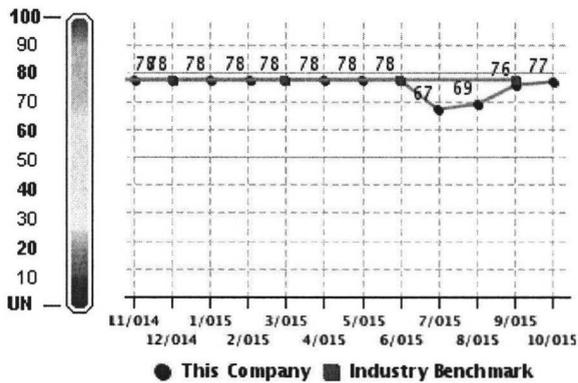
### Recent Derogatory Events

	Aug-15	Sep-15	Oct-15
Placed for Collection	-	-	-
Bad Debt Written Off	-	-	-

### Total Amount Current & Past Due - 13 Month Trend



### PAYDEX® Trend Chart



### Public Filings

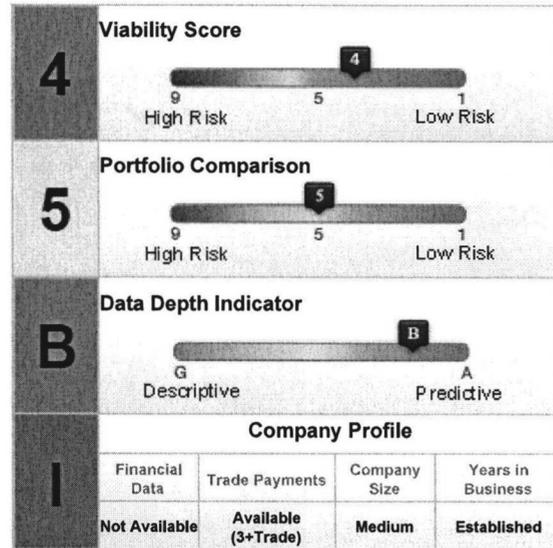
The following data includes both open and closed filings found in D&B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-
Suits	1	08/10/07
UCCs	20	07/02/15

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

### D&B 3-month PAYDEX®

## D&B Viability Rating



### D&B Company Overview

This is a headquarters location

Branch(es) or Division(s) exist Y

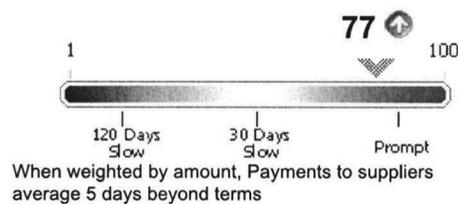
Chief Executive	CHARLES B FRUTH, PRES
Year Started	2001
Employees	43 (30 Here)
SIC	5999
Line of business	Ret misc merchandise
NAICS	453998
History Status	CLEAR

### FirstRain Company News

**This Company is not currently tracked for Company News**

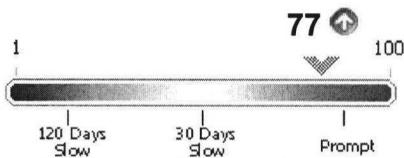
Powered by FirstRain

### D&B PAYDEX®



### Financial Overview

**Based on your financial statement preference setting and the availability of financial data from the**

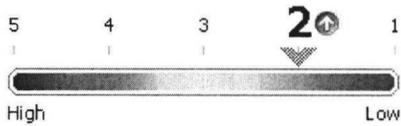


When weighted by amount, Payments to suppliers average 5 Days Beyond Terms

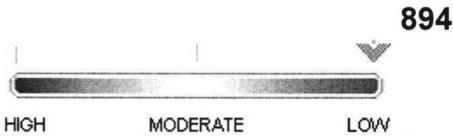
**Financial Stress Score Class**



**Commercial Credit Score Class**

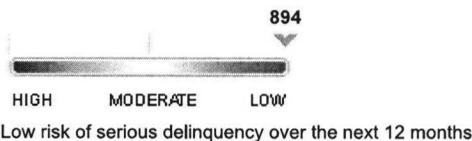


**SBRI Origination Lease Score**



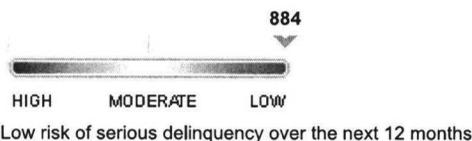
Low risk of serious delinquency over the next 12 months

**SBRI Origination Lease Score**



Low risk of serious delinquency over the next 12 months

**SBRI Origination Card Score**



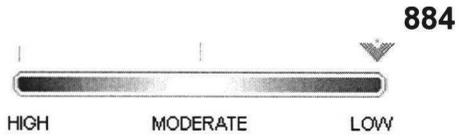
Low risk of serious delinquency over the next 12 months

**SBRI Origination Loan Score**

850

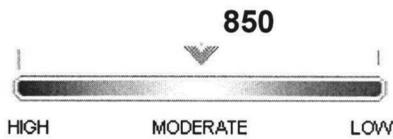
sources, no financial statements are available.

**SBRI Origination Card Score**



Low risk of serious delinquency over the next 12 months

**SBRI Origination Loan Score**



Moderate risk of serious delinquency over the next 12 months

**Commentaries**

- Industry classification
- Proportion of revolving account balances to revolving credit lines
- Proportion of satisfactory payment experiences to total payment experiences

SBRI Score Flag: Self-Request Duns Support

**Commentaries**

- Length of time in business
- Industry classification
- Proportion of revolving account balances to revolving credit lines

SBRI Score Flag: Self-Request Duns Support

**Commentaries**

- Industry classification



HIGH MODERATE LOW

Moderate risk of serious delinquency over the next 12 months

Amount past due
Length of time trade lines have been established

SBRI Score Flag: Self-Request Duns Support

Key SBRI Attributes

Table with 2 columns: Attribute and Value. Attributes include Total Number of Open SBRI Accounts (7), Total Balance on all Open SBRI Accounts (7,888.00), Total Exposure (50,500.00), Maximum Age of All Open Accounts (170.00 Months), Worst delinquent all accounts past 1-3 months (Current), Worst delinquent all accounts past 1-12 months (Current), Number Of Total Accounts Ever Cycle 2+ (0), Time since most recent Cycle 2 on all accounts (54 Months).

Account Summaries

Table with 14 columns: Type, Lender, Date Reported, Open Date, Closed Date, Current Balance, Total Current Balance, Total Past Due, Past Due Cycle 1-5, Charge-Off Amount. Includes a Totals row and multiple rows for Credit Cards and Lease Agreements.

Corporate Linkage

Branches (Domestic)

Table with 3 columns: Company, City, State, D-U-N-S® NUMBER. Row: THE FRUTH GROUP INC, TUCSON, Arizona, 03-748-1772.

Predictive Scores

Currency: Shown in USD unless otherwise indicated



## Credit Capacity Summary

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the

D&B Rating Key

D&B Rating : **1R3**

Number of employees: **1R** indicates 10 or more employees  
Composite credit appraisal: **3** is fair

The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 creditworthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive.

Below is an overview of the company's rating history since 03-24-2003

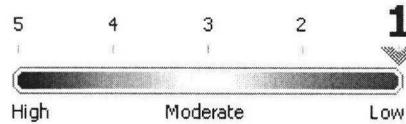
Number of Employees Total: 43 (30 here)

D&B Rating	Date Applied
1R3	10-25-2013
1R4	09-17-2009
1R3	03-24-2003

Payment Activity:	(based on 34 experiences)
Average High Credit:	8,100
Highest Credit:	100,000
Total Highest Credit:	228,900

## D&B Credit Limit Recommendation

Conservative credit Limit: 30,000  
Aggressive credit Limit: 60,000  
Risk category for this business : **LOW**



The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

## Financial Stress Class Summary

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000), which is lower than the average of businesses in D & B's database

Financial Stress Class :



Moderately lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

Probability of Failure:

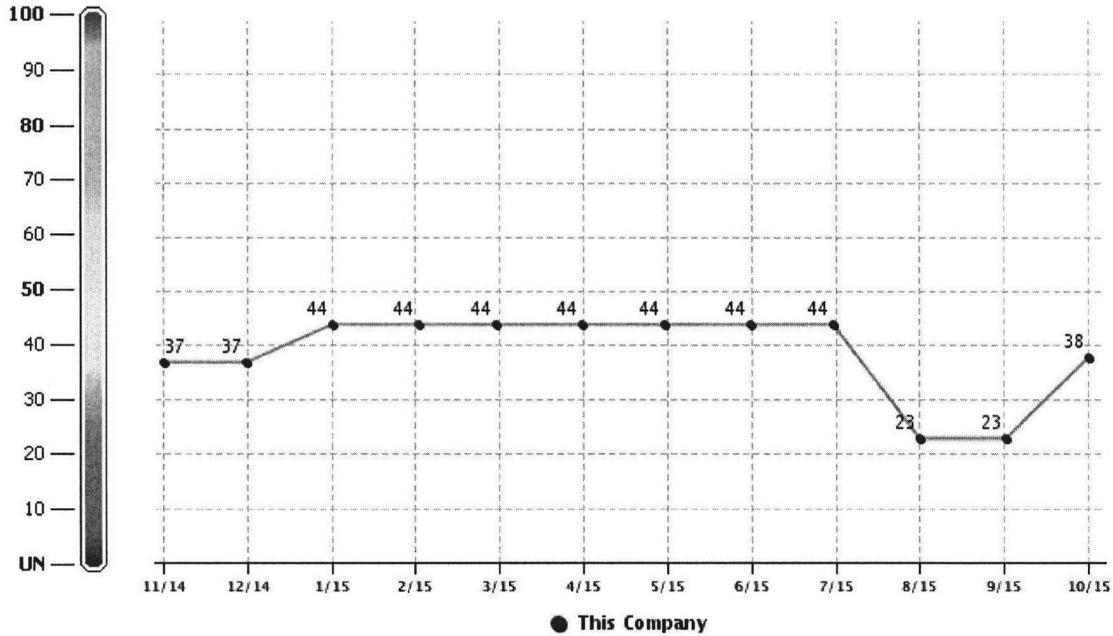
Risk of Severe Financial Stress for Businesses with this Class: **0.24 %** (24 per 10,000)  
Financial Stress National Percentile : **38** (Highest Risk: 1; Lowest Risk: 100)

Financial Stress Score : 1458 (Highest Risk: 1,001; Lowest Risk: 1,875)  
Average Risk of Severe Financial Stress for Businesses in D&B database: 0.48 % ( 48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

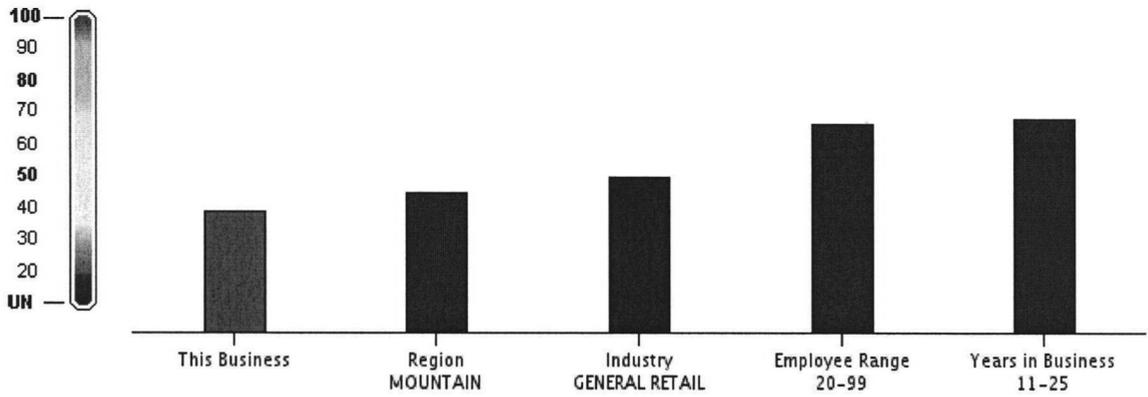
- High number of inquiries to D & B over last 12 months.
- Low proportion of satisfactory payment experiences to total payment experiences.
- Unstable Paydex over last 12 months.

Financial Stress Percentile Trend:



Notes:

The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.  
The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.  
The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&Bs file.  
The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms	National %
This Business	38
Region: MOUNTAIN	44
Industry: GENERAL RETAIL	49
Employee range: 20-99	66
Years in Business: 11-25	68

This Business has a Financial Stress Percentile that shows:

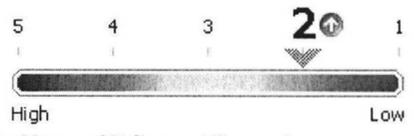
- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

**Credit Score Summary**

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms).

The Credit Score class of 2 for this company shows that 2.5% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

**Credit Score Class :**



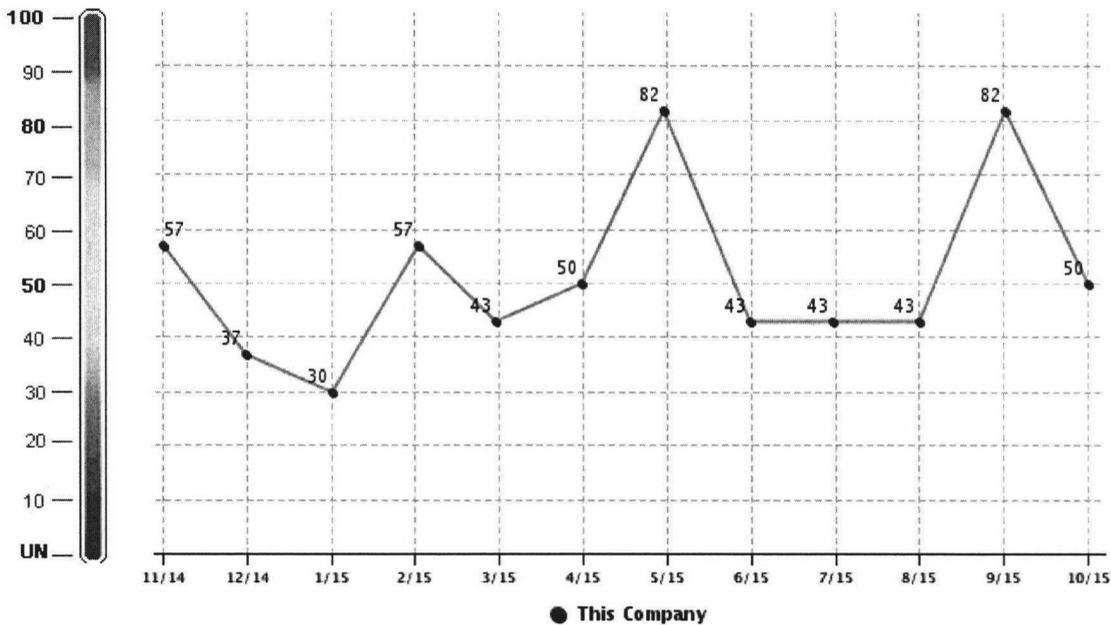
**Incidence of Delinquent Payment**

Among Companies with this Classification: **2.50 %**  
 Average compared to businesses in D&Bs database: **10.20 %**  
 Credit Score Percentile : **73** (Highest Risk: 1; Lowest Risk: 100)  
 Credit Score : **533** (Highest Risk: 101; Lowest Risk:670)

The Credit Score Class of this business is based on the following factors:

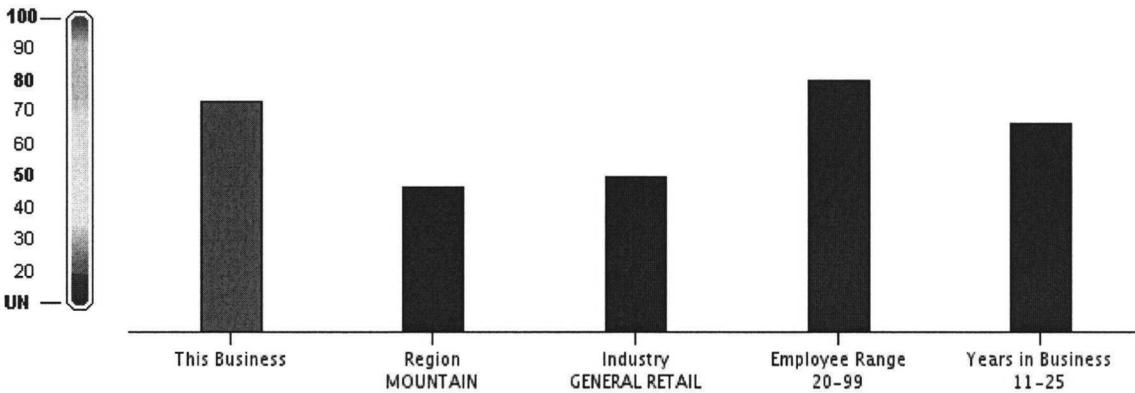
- Higher risk industry based on delinquency rates for this industry
- Recent high balance past due
- Evidence of open suits
- Variable Paydex over last 12 months

**Credit Score Class Percentile Trend:**



**Notes:**

The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.  
 The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.  
 The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.  
 The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms	National %
This Business	73
Region: MOUNTAIN	46
Industry: GENERAL RETAIL	49
Employee range: 20-99	80
Years in Business: 11-25	66

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

**Trade Payments**

## D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trade references. Learn more about the D&B PAYDEX

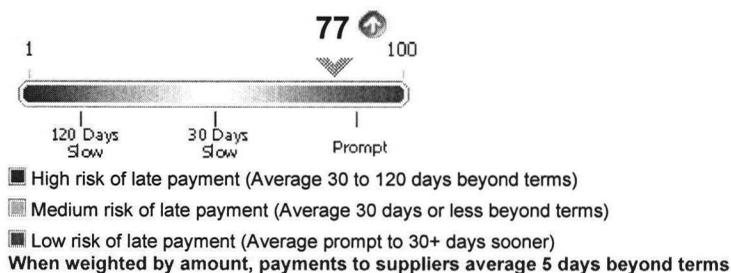
Timeliness of historical payments for this company.

<b>Current PAYDEX is</b>	<b>77</b>	Equal to 5 days beyond terms ( Pays more slowly than the average for its industry of 3 days beyond terms )
<b>Industry Median is</b>	<b>78</b>	Equal to 3 days beyond terms
<b>Payment Trend currently is</b>		Up, compared to payments three months ago

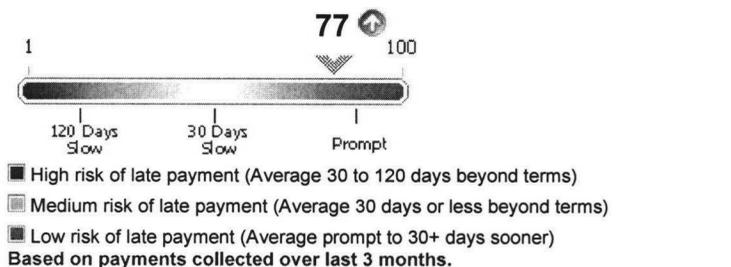
Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

<b>Total payment Experiences in D&amp;Bs File (HQ)</b>	34
<b>Payments Within Terms (not weighted)</b>	92 %
<b>Trade Experiences with Slow or Negative Payments(%)</b>	8.82%
<b>Total Placed For Collection</b>	0
<b>High Credit Average</b>	8,100
<b>Largest High Credit</b>	100,000
<b>Highest Now Owing</b>	100,000
<b>Highest Past Due</b>	1,000

### D&B PAYDEX



### 3-Month D&B PAYDEX



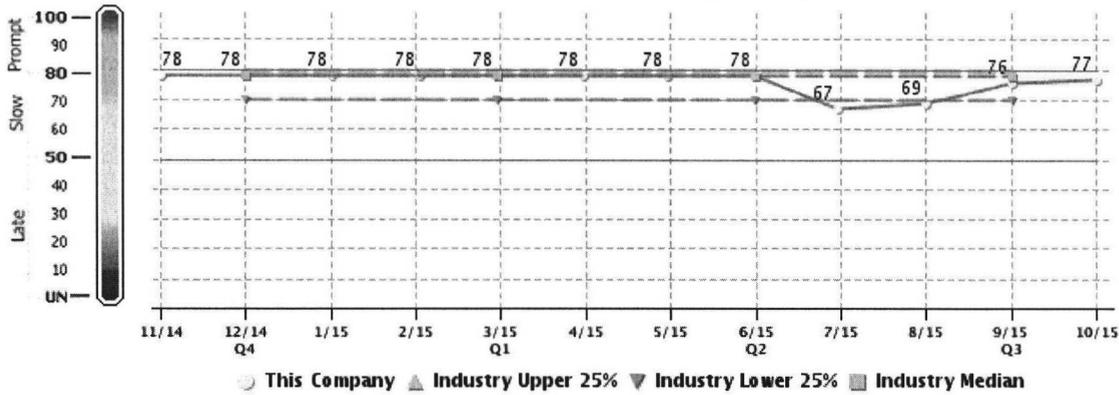
When weighted by amount, payments to suppliers average 5 days beyond terms

## D&B PAYDEX® Comparison

**Current Year**

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Ret misc merchandise , based on SIC code 5999 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.

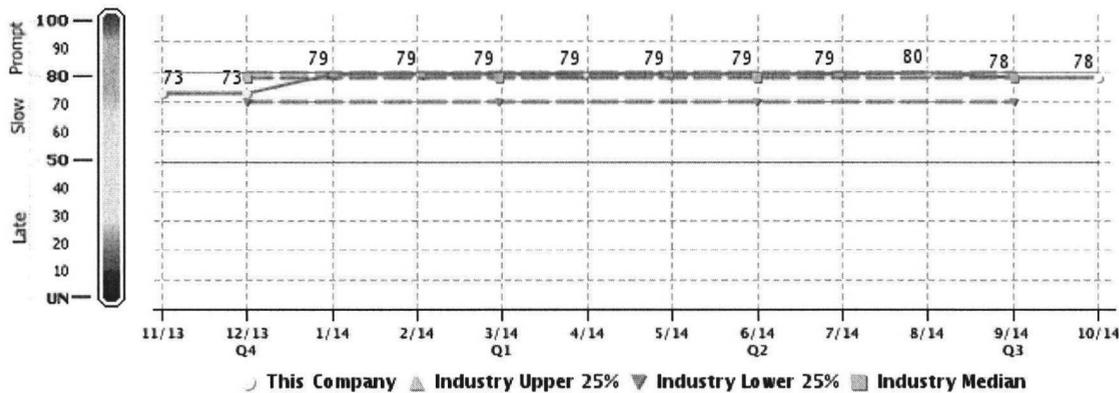


	11/14	12/14	1/15	2/15	3/15	4/15	5/15	6/15	7/15	8/15	9/15	10/15
<b>This Business</b>	78	78	78	78	78	78	78	78	67	69	76	77
<b>Industry Quartiles</b>												
Upper	.	80	.	.	80	.	.	80	.	.	80	.
Median	.	78	.	.	78	.	.	78	.	.	78	.
Lower	.	70	.	.	70	.	.	70	.	.	70	.

Current PAYDEX for this Business is 77 , or equal to 5 days beyond terms  
 The 12-month high is 78 , or equal to 3 DAYS BEYOND terms  
 The 12-month low is 67 , or equal to 18 DAYS BEYOND terms

**Previous Year**

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Ret misc merchandise , based on SIC code 5999 .



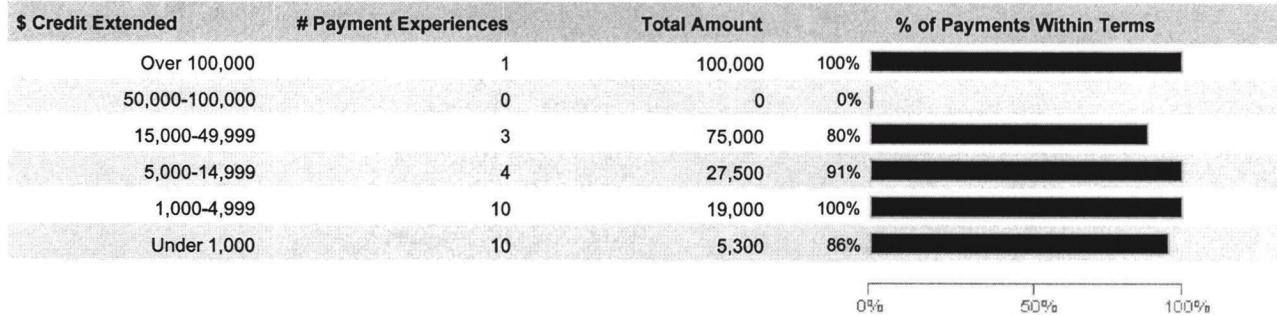
Previous Year	12/13 Q4'13	03/14 Q1'14	06/14 Q2'14	09/14 Q3'14
<b>This Business</b>	73	79	79	78
<b>Industry Quartiles</b>				
Upper	80	80	80	80
Median	78	78	78	78
Lower	70	70	70	70

Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 77 , or equal to 5 days beyond terms  
 The present industry median Score is 78 , or equal to 3 days beyond terms  
 Industry upper quartile represents the performance of the payers in the 75th percentile  
 Industry lower quartile represents the performance of the payers in the 25th percentile

**Payment Habits**

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.



Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

**Payment Summary**

There are 34 payment experience(s) in D&Bs file for the most recent 24 months, with 28 experience(s) reported during the last three month period.

The highest Now Owes on file is 100,000 . The highest Past Due on file is 1,000

Below is an overview of the companys currency-weighted payments, segmented by its suppliers primary industries:

	Total Revd (#)	Total Amts	Largest High Credit Within Terms (%)	Days Slow (<31 31-60 61-90 90> (%))			
<b>Top Industries</b>							
Whol computers/softwr	4	71,000	30,000	79	0	21	0
Nonclassified	4	8,250	2,500	100	0	0	0
Whol office supplies	3	116,000	100,000	100	0	0	0
Trucking non-local	2	3,250	2,500	100	0	0	0
Data processing svcs	2	750	500	100	0	0	0
Misc publishing	2	550	500	100	0	0	0
Radiotelephone commun	1	7,500	7,500	100	0	0	0
Arrange cargo transpt	1	5,000	5,000	50	50	0	0
Whol appliances	1	5,000	5,000	100	0	0	0
Whol women/child wear	1	2,500	2,500	100	0	0	0
Misc business service	1	2,500	2,500	100	0	0	0
Whol service paper	1	1,000	1,000	100	0	0	0
Telephone communictns	1	1,000	1,000	100	0	0	0
Drywall/insulate work	1	750	750	0	0	100	0
Ret stationery	1	750	750	100	0	0	0
Whol electrical equip	1	500	500	100	0	0	0
Truck rental/leasing	1	500	500	100	0	0	0
<b>Other payment categories</b>							
Cash experiences	6	2,100	750				

Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for collections	0	N/A	0
<b>Total in D&amp;B's file</b>	<b>34</b>	<b>228,900</b>	<b>100,000</b>

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

### Detailed payment history for this company

Date Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
10/15	Ppt	10,000	0	0		6-12 mos
	Ppt	2,500	0	0		6-12 mos
09/15	Ppt	100,000	100,000	0	N30	1 mo
	Ppt	15,000	15,000	0	1 10 N30	1 mo
	Ppt	7,500	2,500	0		1 mo
	Ppt	5,000	5,000	0		1 mo
	Ppt	2,500	500	0		1 mo
	Ppt	2,500	2,500	0		1 mo
	Ppt	2,500	0	0		1 mo
	Ppt	2,500	1,000	0		1 mo
	Ppt	2,500	0	0	N30	2-3 mos
	Ppt	1,000	0	0	N30	1 mo
	Ppt	1,000	0	0		4-5 mos
	Ppt	1,000	0	0		2-3 mos
	Ppt	1,000	750	0		1 mo
	Ppt	750	0	0		2-3 mos
	Ppt	750	500	0	N30	1 mo
	Ppt	500	0	0	N30	1 mo
	Ppt	500	0	0		1 mo
	Ppt	50	0	0		6-12 mos
	Ppt-Slow 60	30,000	10,000	0	N30	1 mo
	(022)	500	500		Cash account	
	(023)	500	500		Cash account	
	(024)	250			Cash account	1 mo
08/15	Ppt	500	0	0		1 mo
	Ppt	500	0	0	N30	1 mo
	Ppt-Slow 30	5,000	2,500	1,000		1 mo
07/15	Ppt	30,000	0	0	N30	6-12 mos
05/15	Slow 60	750	0	0		6-12 mos
03/15	(030)	750			Cash account	1 mo
	(031)	50			Cash account	1 mo
12/14	Ppt	250	0	0		6-12 mos
11/14	Ppt	750	0	0		6-12 mos
09/14	(034)	50			Cash account	2-3 mos

Payments Detail Key: ■ 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## Public Filings

Currency: Shown in USD unless otherwise indicated 

### Summary

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The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	1	08/10/07
UCCs	20	07/02/15

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

### Suits

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**Suit Amount** 1,092  
**Status** Pending  
**CASE NO.** CC2007153444  
**Plaintiff** HEATHER C. ROSENDAUL  
**Defendant** DIGITAL BUSINESS SYSTEMS  
**Cause** Negligence  
**Where filed** MARICOPA COUNTY JUSTICE COURT/SOUTH MOUNTAIN, PHOENIX, AZ

**Date status attained** 08/10/07  
**Date filed** 08/10/07  
**Latest Info Received** 04/17/09

If it is indicated that there are defendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

### UCC Filings

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**Collateral** All Inventory including proceeds and products - All Account(s) including proceeds and products - All General intangibles(s) including proceeds and products - All Chattel paper including proceeds and products - and OTHERS

**Type** Original  
**Sec. Party** DE LAGE LANDEN FINANCIAL SERVICES, INC., WAYNE, PA  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 200714804803  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2007-05-10  
**Latest Info Received** 06/08/07

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**Type** Continuation  
**Sec. Party** DE LAGE LANDEN FINANCIAL SERVICES, INC., WAYNE, PA  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 200714804803  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2012-02-06  
**Latest Info Received** 03/07/12  
**Original UCC Filed Date** 2007-05-10  
**Original Filing No.** 200714804803

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**Collateral** Inventory and proceeds  
**Type** Original  
**Sec. Party** CANON FINANCIAL SERVICES, INC., MT LAUREL, NJ  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 201500227471  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2015-07-02  
**Latest Info Received** 08/19/15

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**Collateral** Accounts receivable and proceeds - Inventory and proceeds - Chattel paper and proceeds - NOTES RECEIVABLE and proceeds  
**Type** Original  
**Sec. Party** KONICA MINOLTA BUSINESS SOLUTION USA, INC., RAMSEY, NJ  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 201500061857  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2015-02-17  
**Latest Info Received** 03/13/15

---

**Collateral** Inventory and proceeds - Assets and proceeds - Equipment and proceeds  
**Type** Original  
**Sec. Party** EVERBANK COMMERCIAL FINANCE, INC., PARSIPPANY, NJ  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 201400198981  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2014-06-23  
**Latest Info Received** 07/11/14

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**Collateral** Inventory and proceeds - Account(s) and proceeds - General intangibles(s) and proceeds - Contract rights and proceeds  
**Type** Original  
**Sec. Party** KYOCERA MITA AMERICA, INC., FAIRFIELD, NJ  
**Debtor** THE FRUTH GROUP, INC.

**Filing No.** 200513833142  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ  
  
**Date Filed** 2005-09-19  
**Latest Info Received** 11/11/05

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**Type** Amendment  
**Sec. Party** KYOCERA MITA AMERICA, INC., FAIRFIELD, NJ  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 200513833142  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ  
  
**Date Filed** 2006-01-17  
**Latest Info Received** 04/13/06  
**Original UCC Filed Date** 2005-09-19  
**Original Filing No.** 200513833142

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**Collateral** Accounts receivable - Contract rights - Computer equipment - Business machinery/equipment  
**Type** Original  
**Sec. Party** CANON U.S.A., INC., IRVINE, CA  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 200815283522  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ  
  
**Date Filed** 2008-02-22  
**Latest Info Received** 03/10/08

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**Type** Continuation  
**Sec. Party** CANON U.S.A., INC., IRVINE, CA  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 200815283522  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ  
  
**Date Filed** 2012-10-31  
**Latest Info Received** 09/27/13  
**Original UCC Filed Date** 2008-02-22  
**Original Filing No.** 200815283522

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**Type** Amendment  
**Sec. Party** CANON U.S.A., INC., IRVINE, CA  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 200815283522  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ  
  
**Date Filed** 2014-02-12  
**Latest Info Received** 03/07/14  
**Original UCC Filed Date** 2008-02-22  
**Original Filing No.** 200815283522

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**Type** Amendment  
**Sec. Party** CANON U.S.A., INC., IRVINE, CA  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 200815283522  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2014-04-09  
**Latest Info Received** 05/06/14  
**Original UCC Filed Date** 2008-02-22  
**Original Filing No.** 200815283522

---

**Collateral** Account(s) and proceeds - General intangibles(s) and proceeds - Contract rights and proceeds  
**Type** Original  
**Sec. Party** KYROCERA DOCUMENT SOLUTIONS AMERICA, INC., FAIRFIELD, NJ  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 201400243643  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2014-08-06  
**Latest Info Received** 09/12/14

---

**Collateral** Account(s) - Fixtures - Equipment - General intangibles(s) - and OTHERS  
**Type** Original  
**Sec. Party** DOCUWARE CORPORATION, NEWBURGH, NY  
**Debtor** THE FURTH GROUP, INC.  
**Filing No.** 200915819588  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2009-06-04  
**Latest Info Received** 07/10/09

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**Collateral** Equipment including proceeds and products  
**Type** Original  
**Sec. Party** BMO HARRIS BANK, N.A., PHOENIX, AZ  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 201317447701  
**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2013-06-28  
**Latest Info Received** 08/23/13

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**Type** Amendment  
**Sec. Party** BMO HARRIS BANK N.A., CHICAGO, IL  
**Debtor** THE FRUTH GROUP, INC.  
**Filing No.** 201317447701

**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2013-10-09

**Latest Info Received** 11/08/13

**Original UCC Filed Date** 2013-06-28

**Original Filing No.** 201317447701

**Collateral** Computer equipment and proceeds - Business machinery/equipment and proceeds - Equipment and proceeds

**Type** Original

**Sec. Party** CANON FINANCIAL SERVICES, INC., MT. LAUREL, NJ

**Debtor** THE FRUTH GROUP, INC.

**Filing No.** 201317601316

**Filed With** SECRETARY OF STATE UCC DIVISION, PHOENIX, AZ

**Date Filed** 2013-11-15

**Latest Info Received** 12/13/13

**Government Activity**

**Activity summary**

Borrower (Dir/Guar)	NO
Administrative Debt	NO
Contractor	YES
Grantee	NO
Party excluded from federal program(s)	NO

**Possible candidate for socio-economic program consideration**

Labour Surplus Area	N/A
Small Business	YES (2015)
8(A) firm	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

**History & Operations**

**Currency:** Shown in USD unless otherwise indicated 

**Company Overview**

**Company Name:** FRUTH GROUP, INC., THE

**Doing Business As :** DIGITAL BUSINESS SYSTEMS

**Street Address:** 4960 E Beverly Rd  
Phoenix , AZ 85044

**Phone:** 602 414-9600

**URL:** <http://www.teamdaz.com>

**History** Is clear

**Present management control** 14 years

## History

The following information was reported: **02/11/2015**

**Officer(s):** CHARLES B FRUTH, PRES  
CHARLES W FRUTH, DIR

**DIRECTOR(S) :** THE OFFICER(S)

The Arizona Secretary of State's business registrations file showed that Fruth Group, Inc., The was registered as a Corporation on June 1, 2001.

Business started 2001 by Charles B Fruth. 100% of capital stock is owned by Charles B Fruth.

CHARLES B FRUTH born 1962. 1995-present active here.

CHARLES W FRUTH. Antecedents are unknown.

## Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF

Oct 27 2015

**Registered Name:** THE FRUTH GROUP, INC.  
**Business type:** CORPORATION  
**Corporation type:** NOT AVAILABLE  
**Date incorporated:** Jun 01 2001  
**State of incorporation:** ARIZONA  
**Filing date:** Jun 01 2001  
**Registration ID:** 09798367  
**Duration:** PERPETUAL  
**Status:** ACTIVE/IN GOOD STANDING  
**Where filed:** CORPORATION COMMISSION , PHOENIX , AZ  
**Registered agent:** SEAN DROLET , 4960 E BEVERLY RD , PHOENIX , AZ , 850440000  
CHARLES W FRUTH DIRECTOR 4960 E BEVERLY RD PHOENIX AZ  
850440000  
**Principals:** CHARLES W FRUTH PRINCIPAL SHAREHOLDER  
CHARLES W FRUTH PRESIDENT/CEO 4960 E BEVERLY RD PHOENIX AZ  
850440000

## Operations

**02/11/2015**

Retails photocopy machines (100%).

**Description:** Terms are Net 10 and 30 days. Sells to general public, non profit organizations, retailers and the government. Territory :  
Regional.

Nonseasonal.

**Employees:** 43 which includes officer(s). 30 employed here.

**Facilities:** Rents premises in concrete block building.

**Location:** Industrial section on side street.

**Branches:** Maintains a branch location in Tucson, AZ.

## SIC & NAICS

**SIC:**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

5999 1402 Photocopy machines

NAICS:

453998 All Other Miscellaneous Store Retailers (except Tobacco Stores)

## Financials

**Company Financials: D&B**

**Additional Financial Data**

As of September 11, 2014, attempts to contact the management of this business have been unsuccessful. Outside sources confirmed operation and location.

**Request Financial Statements**

**Request Financial Statements**

Requested financials are provided by FRUTH GROUP, INC., THE and are not DUNSRight certified.

**Key Business Ratios**

D & B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

**Based on this Number of Establishments**

48

### Industry Norms Based On 48 Establishments

	This Business	Industry Median	Industry Quartile
<b>Profitability</b>			
Return on Sales %	UN	2.6	UN
Return on Net Worth %	UN	13.1	UN
<b>Short-Term Solvency</b>			
Current Ratio	UN	1.6	UN
Quick Ratio	UN	0.4	UN
<b>Efficiency</b>			
Assets to Sales %	UN	49.4	UN
Sales / Net Working Capital	UN	7.7	UN
<b>Utilization</b>			
Total Liabilities / Net Worth (%)	UN	132.5	UN

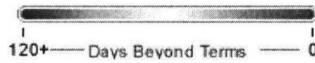
UN = Unavailable

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

**Days Beyond Terms - Past 3 & 12 Months**

**3 months** from Aug 15 to Oct 15

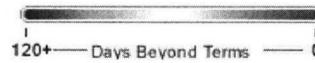
**1**  
Days



Dollar-weighted average of 19 payment experiences reported from 19 companies

**12 months** from Nov 14 to Oct 15

**3**  
Days

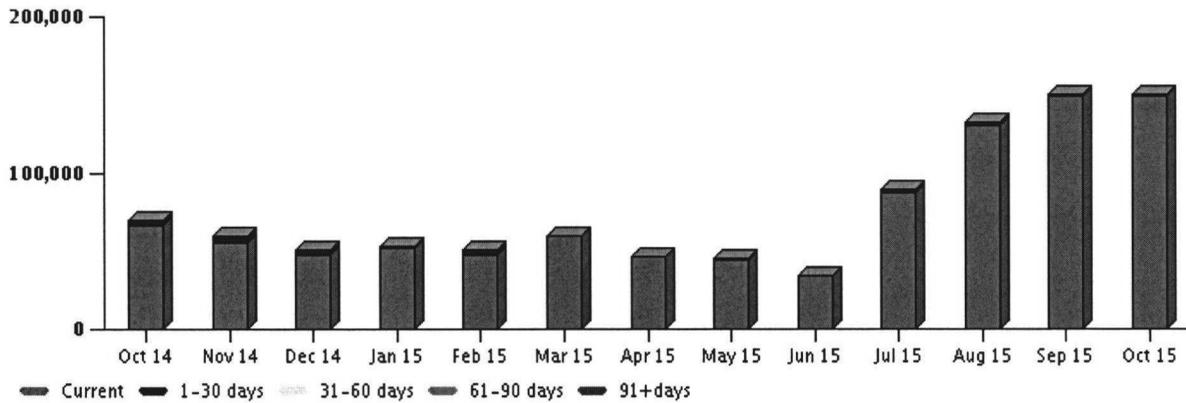


Dollar-weighted average of 23 payment experiences reported from 22 companies

**Derogatory Events Last 13 Months from Oct 14 to Oct 15**

No Derogatory trade Event has been reported on this company for the past 13 Months

**Total Amount Current and Past Due - 13 month trend from Oct 14 to Oct 15**



Status	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15
<b>Total</b>	69,948	59,550	51,350	53,216	50,568	59,953	46,476	44,980	34,108	89,537	132,244	150,698	150,698
<b>Current</b>	66,252	55,659	47,772	52,346	48,002	59,953	46,431	44,184	33,947	86,964	130,147	149,418	149,418
<b>1-30 Days Past Due</b>	3,073	3,369	3,578	782	2,566	-	45	796	161	2,573	2,097	1,280	1,280
<b>31-60 Days Past Due</b>	522	522	-	88	-	-	-	-	-	-	-	-	-
<b>61-90 Days Past Due</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>90+ Days Past Due</b>	101	-	-	-	-	-	-	-	-	-	-	-	-

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November 19, 2015

Steve Miller  
Fruth Group  
4960 E. Beverly Rd.  
Phoenix, AZ 85044  
smiller@fruthgroup.com

RE: Notice of Susceptibility and Best and Final Offer (BAFO) for Solicitation RFP-150922 – Managed Print Services

Dear Mr. Miller:

In accordance with Pinal County Procurement Code PC1-328 (G) and the criteria set forth in solicitation RFP-150922, the County has determined Fruth Group's proposal to be reasonably susceptible for contract award. This notice of susceptibility shall not be considered an intent to award by the County since the final award decision has not been made at this time. The County would like to ask some questions to further clarify your proposal as well as invite Fruth Group to a Negotiation and Best and Final Offer (BAFO) phase for the solicitation.

The Negotiation and BAFO phase is an opportunity for your company to clarify and improve its proposal prior to the final evaluation before a possible award. At this time you may also request a withdrawal of offer if you so choose.

The County has identified questions that we would like you to provide clarification for. Failure to provide this information may affect evaluation of your proposal.

**Items to address in your BAFO for RFP-150922 Managed Print Services:**

- (1) Clarification Question #1 – Does your proposal pricing assume the use of new OEM toners?

*Yes for Color and Mono MFD's, No for Color and Mono Printers. These will be toners provided exclusively by LMI Solutions as a single source.*

*Mesa Unified School District is the largest School District in Arizona. They have been a Fruth Group customer for over 9 years. The District insists on Compatible toner cartridges that are remanufactured by LMI Solutions exclusively due to reliability and cost savings.*

*LMI's Products Provide Cost Savings and Organizational Profitability.  
LMI is an R2 certified manufacturer over 350 high quality aftermarket toner cartridges (monochrome & color) designed to meet OEM specifications and exceed OEM performance.*

*LMI backs its products with exceptional warranties. Because their products are subjected to rigorous testing in LMI's state-of-the-art R&D laboratory, you can be confident in their product quality and reliability. Every new LMI product must pass a full battery of tests to evaluate its life/yield, compatibility with OEM products, and overall performance under a wide range of environmental and*

**FINANCE**



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machine usage conditions. Extensively trained quality assurance inspectors maintain samples and thorough specification documentation for every product they offer.

In 2013, BTA channel member voting selected LMI as the Winner of "Best Remanufactured Cartridges" following recognition from the MPSA and the coveted Readers' Choice Award for the industries "Best MPS Program" and North America's #1 "MPS Infrastructure Provider".

Why pay more if you don't have to. Field Performance:

- 3:1000 Defect Rate
- 99.8% Field Reliability

[www.lmisolutions.com](http://www.lmisolutions.com)

Please see Attachments:

- LMI\_Brochure\_Guarantee.pdf
- LMI Aftermarket FAQ's.pdf
- LMI\_Brochure\_Sustainability.pdf

- (2) Clarification Question #2 – Please clarify by answering Yes or No that all costs associated with Phase 1 requirements, including inventory and supply management software are included in the CPP fees you have proposed.

YES or  NO

- (3) Clarification Question #3 – Please clarify if your company's initial CPP pricing proposal DID NOT include an on-site technician cost?

YES or  NO

- (4) Clarification Question #4 – If you answered NO to Question 3 above, please provide an optional on-site technician monthly cost?

N/A



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- (5) Clarification Question #5 – If your proposal pricing does NOT assume the use of new OEM toners, please provide pricing assuming the use of new OEM toners. Please use table below to propose your BAFO pricing using only new OEM toners.

The BAFO is due next Monday, November 30, 2015 by 7:30 AM Arizona time. You may submit your BAFO anytime before the due date but revisions will not be accepted after the due date and time. The BAFO may be submitted in person, via regular mail, or via email as a "PDF" file to me at the address listed below.

**BAFO PRICING (assuming the use of new OEM toners)**

DESCRIPTION	FEE
Color MFD's	Cost-per-Page \$ <u> .07 </u>
Mono MFD's	Cost-per-Page \$ <u> .009 </u>
Color Printers	Cost-per-Page \$ <u> .1395 </u>
Mono Printers	Cost-per-Page \$ <u> .01495 </u>
Fax Machines	Quarterly Base Charge \$ <u> 43.75 per unit </u>

**OPTIONAL TECHNOLOGY / SERVICES**

DESCRIPTION	FEE
PaperCut NG w/ Print Control for up to 1,000 users	\$ <u> 2,158.00 </u>
Two Years Premium Support for PaperCut NG	\$ <u> 500.00 </u>
Implementation and Training – 4 Hours	\$ <u> 800.00 </u>
	\$ <u> </u>
	\$ <u> </u>
	\$ <u> </u>
	\$ <u> </u>
	\$ <u> </u>
	\$ <u> </u>
	\$ <u> </u>



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**Best and Final Offer (BAFO) Format Instructions:**

- You are required to submit the responses to the BAFO Clarification Questions.
- You are required to submit a new signed Offer and Acceptance form as part of your BAFO. Use the attached form.
- Submit your BAFO to:

Lori Pruitt  
Buyer II  
Pinal County Finance Department  
31 N. Pinal Street  
Florence, AZ 85132  
[lori.pruitt@pinalcountyz.gov](mailto:lori.pruitt@pinalcountyz.gov)

I am available for a conference call or meeting to discuss these items or any other questions regarding the BAFO if necessary. Please contact me either by phone or email to arrange a time: 520-866-6262 or [lori.pruitt@pinalcountyz.gov](mailto:lori.pruitt@pinalcountyz.gov). Thank you for your interest in Pinal County.

Sincerely,

Lori Pruitt  
Buyer II  
Pinal County Finance Department  
[lori.pruitt@pinalcountyz.gov](mailto:lori.pruitt@pinalcountyz.gov)



**PINAL COUNTY**  
wide open opportunity

**OFFER AND ACCEPTANCE FORM**

**TO PINAL COUNTY:**

The undersigned hereby offers and agrees to furnish the material, service, or construction in compliance with all terms, conditions, specifications, and amendments in the Solicitation.

	Sales Manager
<b>Authorized Signature</b>	<b>Title</b>
Stephen Miller	11/23/15
<b>Printed Name</b>	<b>Date</b>
Fruth Group	602-414-9600
<b>Company Name</b>	<b>Telephone</b>
<b>Address</b>	
<b>City, State, Zip</b>	

**For clarification of this offer, contact:**

**Name:** Stephen Miller **Phone:** 480-703-1966 (Mobile) **Fax:** 602-414-9910

**Email:** smiller@fruthgroup.com

**ACCEPTANCE OF OFFER**  
*(For Pinal County Use Only)*

The offer is hereby accepted and the Responder is now bound to sell or provide the materials, services, or construction as indicated by the Purchase Order or Notice of Award and based upon the solicitation, including all terms, conditions, specifications, amendments, etc. and the Offer as accepted by Pinal County.

The contract is for: Managed Print Services

This contract shall henceforth be referenced to as Contract No. **RFP-150922**. The Offeror is cautioned not to commence any billable work or to provide any material or service under this contract until Offeror receives an executed purchase order or notice to proceed.

Awarded this \_\_\_\_\_ day of \_\_\_\_\_ 2015.

Name (Print)	Title	Signature
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Approved as to form:

\_\_\_\_\_  
Pinal County Attorney's Office



**P I N A L • C O U N T Y**  
*wide open opportunity*

**OFFER AND ACCEPTANCE FORM – Page 2**

By signing the previous page of the Offer and Acceptance Form, Responder certifies:

- A. The submission of the bid did not involve collusion or other anti-competitive practices.
- B. The Responder shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246.
- C. The Responder has not given, offered to give, nor intends to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the Submittal.
- D. The Responder certifies that it complies with Executive Order 12549 related to Federal Government Debarment and Suspension (see 4-7)
- E. The Responder certifies that the individual signing the bid is an authorized agent for the Responder and has the authority to bind them to the contract.

Fruth Group

\_\_\_\_\_  
Firm

\_\_\_\_\_  
Authorized Signature

# LMI SATISFACTION GUARANTEED IN EVERY CARTRIDGE

All cartridges manufactured by our partners at LMI are unconditionally guaranteed against both material and workmanship defects, when used as directed in compatible laser and fax printers.

If for any reason, LMI cartridges are defective in material and / or workmanship, we will refund or exchange the product for up to two years from date of sale. Proof of purchase is required.

We further guarantee, LMI cartridges will not damage your laser printer or fax machine. Should the use of an LMI manufactured cartridge be determined as the cause of damage, abnormal wear, or deterioration to any compatible laser printer or fax machine; a written report from a certified technician is required for LMI to reimburse the cost of parts, service and repair equipment.

LMI liability under this guarantee is limited to the cost of replacement parts, service and equipment. LMI shall not in any event be liable for consequential damages resulting from defects in material and workmanship other than as set forth herein.



2013 BTA CHANNELS CHOICE AWARD WINNER  
REMANUFACTURED CARTRIDGES CATEGORY



WINNER OF NORTH AMERICA'S 2013  
BEST MANAGED PRINT PROGRAM

[www.lmisolutions.com](http://www.lmisolutions.com)



Follow us:     





# SUSTAINABILITY

IN EVERY CARTRIDGE

Targeting to be a zero landfill print cartridge manufacturer, our partners at  are a recognized leader for environmental sustainability throughout North America in the cartridge remanufacturing arena.

## REUSE REDUCE RECYCLE

-  97% of cartridge components are reused or recycled
-  100% of package materials are reused or recycled
-  Complimentary cartridge return program
-  6 distribution centers throughout North America
-  Produced in an ISO 14001 certified facility



2013 BTA CHANNELS CHOICE AWARD WINNER  
REMANUFACTURED CARTRIDGES CATEGORY



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## AFTERMARKET FAQs

Considering the benefits of aftermarket alternatives for your customers? Here are some answers to the most frequently asked questions we receive from the field.

### **WHAT IS A REMANUFACTURED CARTRIDGE?**

Remanufactured cartridges have been recycled and reprocessed from an original equipment manufacturer (OEM) empty core. The process differs by manufacturer and materials used with varying results in quality and page yields. Our remanufactured cartridges are produced to stringent quality control standards, using lab-tested components to ensure consistent OEM-equivalent performance.

### **WHAT IS THE PROCESS?**

A typical production process includes inspection and replacement of key components as needed such as the OPC (Organic Photo Conductor) drum, wiper blade, PCR (Primary Charge Roller) and magnetic roller. One of the most critical parts of a cartridge is the OPC Drum. New aftermarket are made specifically for remanufacturers to have a harder and more durable surface than the OEM cartridge. We use only new drums in our cartridges to ensure OEM equivalent results.

### **IS A REMANUFACTURED CARTRIDGE INFERIOR TO A NEW ONE?**

There should be no difference in print quality or page yield with a properly remanufactured cartridge. Our cartridges contain only quality toners that work well with the OPC drum and other replacement parts to meet OEM performance.

### **WHAT IF I EXPERIENCE A PRINT QUALITY ISSUE?**

If a cartridge does not meet expectations, simply notify a customer service representative and return the cartridge and a page sample showing the print quality problem in the box it came in - Return it for evaluation and replacement. Please refer to our Product Warranty for details.

### **WHY USE REMANUFACTURED TONER CARTRIDGES?**

Remanufactured cartridges can save 30% to 60% of the cost of OEM cartridges. We guarantee that the quality of our remanufactured toner cartridges will match or exceed that of OEM cartridges. Using remanufactured cartridges promotes several environmental benefits: saving energy and conserving natural resources by eliminating the need for new components. Most components in a toner cartridge can be recycled. Otherwise they are to be dumped in landfill which is danger to our environment.

### **OEM vs. REMANUFACTURED TONER CARTRIDGES - What is the difference?**

New or OEM (Original Equipment Manufacturers) cartridges are made by HP, Canon, Lexmark, Apple, or other original manufacturers. They are usually manufactured using a combination of new and recycled parts at factories throughout the world. For example, on the box of an HP C4127X you can read: "This newly manufactured product may contain parts and materials recovered from the HP Planet Partners recycling program" and on the box of a Canon FX-4: "This cartridge may contain reconditioned parts and remolded materials."

Remanufactured cartridges are those that have been remanufactured for another use. The remanufacturing process involves disassembling, cleaning, refilling toner, replacing appropriate components, print testing and repackaging. We remanufacture each cartridge to meet or exceed the quality standards of a new cartridge.

A remanufactured cartridge is a cartridge that has been:

1. Completely disassembled
2. All components inspected, separated and cleaned

3. New drum installed or used drum is tested using the LT-777 testing machine
4. New wiper blade installed
5. New magnetic roller installed or used magnetic roller is tested using the LT-777 testing machine
6. Toner container filled with new toner to original specifications
7. Toner container sealed with pull-out strip to prevent leakage
8. Cartridge reassembled and tested on proper equipment
9. These cartridges in effect are rebuilt from the ground up.

## **RECYCLED vs. REMANUFACTURED TONER CARTRIDGES - What is the difference?**

The term "Recycled" is a generic term that does not necessarily refer to the process or technology used to manufacture a product. Both remanufactured cartridges and refilled cartridge (a cartridge that is recycled using drill-n-fill method) can be labelled as recycled cartridges despite huge differences in their recycling processes. Please note that all our cartridges are remanufactured. Please read following FAQ for the difference between a refilled cartridge and one that has been remanufactured.

## **REFILLED vs. REMANUFACTURED CARTRIDGES - What is the difference?**

No. We do not sell refilled cartridges. All our cartridges are remanufactured. Although some people still think of them as the same, there is a big difference between remanufactured and refilled cartridges. A refilled cartridge has been drilled out and refilled with new toner inside which is also known as "drill-n-fill" method. Since the drum and other parts are not reconditioned or replaced, refilled cartridges can cause many problems. Recycled cartridges using "drill-n-fill" method may damage your equipment. In fact, refilled cartridges have given the remanufacturing industry a bad reputation.

Remanufacturing process involves disassembling, cleaning, refilling toner, replacing appropriate components, print testing and repackaging. We remanufacture each cartridge to meet or exceed the quality standards of a new cartridge.

## **WILL USING REMANUFACTURED TONER CARTRIDGES VOID MY EQUIPMENT WARRANTY?**

No. Equipment manufacturers cannot void warranty of your equipment or service contract for using remanufactured cartridges. Current Laws prohibit any manufacturer from requiring you to buy their product exclusively.

Here is what HP says: "HP's warranty: For HP printer products, the use of a non-HP toner cartridge or a refilled toner cartridge does not affect either the warranty to the customer or any HP support contract with the customer."

[You Have the Right to Choose PDF](#)

## **WHY DON'T MORE BUSINESSES RECYCLE?**

Basically, this is due to lack of education. The office products remanufacturing industry has been in existence for about 15 years. But we are working diligently to educate consumers about the value of remanufactured cartridges and the advancement the industry has made in the improved technology of remanufacturing cartridges. Through public relations campaigns, local, state and federal legislation, more and more users are realizing the added value and comparable quality of remanufactured cartridges.

## **AM I REALLY HELPING THE ENVIRONMENT BY USING REMANUFACTURED CARTRIDGES?**

Definitely. Each discarded cartridge adds approximately three pounds of unnecessary waste to our landfills - waste that will take as long as 1,000 years to decompose. It is estimated that 100 million laser and printer cartridges and 400 million inkjet printer cartridges are produced each year. Remanufacturing these 500 million cartridges will save an estimated four million cubic feet of landfill space. The office products remanufacturing industry has already made a substantially positive impact on the environment and the economy and will continue to do so.