

## WARREN COUNTY SCHOOL DISTRICT

Date: Friday, October 20, 2006 **REVISED**



### There Is A Difference... And Xerox Proves It.

60 Monthly Lease	Current Cost Xerox DC490ST	Proposed Cost Xerox 4590CP (Network Capable)	
<b>** Fixed Monthly Base Lease:</b>	\$1811.90	\$1488.19	\$1548.19
<b>Print Allowance included:</b>	75,000	50,000	60,000
<b>Your Average Monthly Volume: (past 8 months per Xerox records)</b>	52,000	52,000	
<b>All excess B&amp;W Copies / Prints billed @ ** Fixed Cost of:</b>	.0065	.0060	.0060
<b>Excess cost per month:</b>	\$0	\$12	\$0
<b>Total Monthly Cost:</b>	<b>* \$1811.90</b>	<b>* \$1500.19</b>	<b>* \$1548.19</b>
<b>** Fixed pricing on Base Lease, Service &amp; Supplies throughout the entire length of the lease</b>			
<b>Total Savings over the length of the proposed 60 month lease compared to what you're currently spending</b>	<b>\$0</b>	<b>\$18,702.60</b>	<b>\$15,822.60</b>

### Pricing based using PEPPM Contract Discount Pricing, Xerox trade in value & Customer Appreciation Discounts

- \* Includes parts, labor, on-site service and all consumable supplies, excluding paper and staples.
- Total Satisfaction Guarantee—see your Xerox representative for details.
- Pricing includes trade in value for s/n CTF021353
- Pricing contingent upon order being signed by 11/30/06 & equipment being installed by 12/14/2006.
- Payment #40 will be the last payment on present lease.
- Includes standard delivery, installation, setup, training & analyst support.

#### Product: Xerox 4590

- Tray 1: 1100 Sheet Fixed Size Paper Tray (8.5" x 11")
- Tray 2: 1600 Sheet Fixed Size Paper Tray (8.5" x 11")
- Trays 3 & 4: 550 Sheets each Adjustable Paper Trays (5.5" x 7.2" to 13.0" x 19.2")
- Tray 6 & 7: High capacity Feeder; 2,000 sheets each (4,000 total)
- 250 Sheet Bypass Tray (4" x 6" to 13.0" x 19.2")
- Total paper capacity: 8,050 sheets
- 250 Sheet Duplex Automatic Document Feeder (dual head scanning)
- 175 Sheet Inserter Tray (8.5" x 11" to 11" x 17")
- Standard Office Finisher: 3 position single or dual 100 sheet stapling, 2 & 3 hole punch
- with C-fold & Z fold option included
- Built in bi-directional de-curler

**FYI: When transitioning into the new 4590 now you'll save \$ 6,234.20 from now until the end of your current lease based on your average volume of 52,000 per month.**

**\$1,811.90 (current) - \$ 1,500.19 (proposed) = \$ 311.71 (savings) x 20 months remaining on current lease = \$ 6,234.20**

Contact your Account Manager:

**Rob Spallina**

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Pricing valid for 30 days.

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